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The

Carolina Journal *of* Pharmacy

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VOL. II JUNE, 1916 NO. 1

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THE OFFICIAL ORGAN OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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EDITORIAL

The editorial board feels very honored in announcing that the Proceedings of the thirty-seventh annual meeting of the North Carolina Pharmaceutical Association will be published as Volume II, Number 1, of the Carolina Journal of Pharmacy.

This policy was decided upon by the members of the Association at Wrightsville Beach. It was also decided to make the Journal the official organ of the Association, and to have a copy of each issue sent to every member.

This very material endorsement by the members of the State Pharmaceutical Association means much to those who direct the destiny of the Journal. It proves to them that their journalistic venture is thus far a success and is appreciated.

PROCEEDINGS

OF THE

THIRTY-SEVENTH ANNUAL MEETING

OF THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

HELD IN

THE OCEANIC HOTEL CONVENTION HALL

WRIGHTSVILLE BEACH, N. C., JUNE 20, 21, 22, 1916

ALSO THE

ROLL OF MEMBERS

REPORT OF THE SECRETARY-TREASURER NORTH CAROLINA BOARD OF PHARMACY, TOGETHER WITH LIST OF REGISTERED PHARMACISTS

Official Stenographers
JOHNSON, MECHEM AND BOGREN
Washington, D. C.

RALEIGH
Edwards & Broughton Printing Co.
1916

PREFATORY NOTES

For general information regarding the Association, or for blank applications for membership, write to the Secretary, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary at once, giving your full name and address.

For information concerning examinations, the State Pharmacy Law and its enforcement, and Certificates of Registration, address F. W. Hancock, Secretary Board of Pharmacy, Raleigh.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

THE NEXT MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION WILL BE HELD IN ASHEVILLE, NORTH CAROLINA, AT A TIME TO BE SELECTED LATER.

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PRESIDENTS

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S. J. Hinsdale	Fayetteville	1881-1882
William Simpson	Raleigh	1882-1883
W. H. Green	Wilmington	1883-1884
V. O. Thompson	Winston-Salem	1884-1885
H. R. Horne	Fayetteville	1885-1886
A. W. Rowland	Wilson	1886-1887
F. W. Hancock	New Bern	1887-1888
T. D. Crawford	Oxford	1888-1889
J. D. Croom	Maxton	1889-1890
E. V. Zoeller	Tarboro	1890-1891
W. H. Wearn	Charlotte	1891-1892
H. R. Chears	Plymouth	1892-1893
N. D. Fetzer	Concord	1893-1894
J. Hal Bobbitt	Raleigh	1894-1895
P. W. Vaughan	Durham	1895-1896
Augustus Bradley	Burlington	1896-1897
J. P. Stedman	Oxford	1897-1898
W. M. Yearby	Durham	1898-1899
J. B. Smith	Lexington	1899-1900
R. H. Jordan	Charlotte	1900-1901
E. W. O'Hanlon	Winston-Salem	1901-1902
H. T. Hicks	Raleigh	1902-1903
W. A. Leslie	Morganton	1903-1904
G. K. Grantham	Dunn	1904-1905
T. R. Hood	Smithfield	1905-1906
C. A. Raysor	Asheville	1906-1907
Chas. R. Thomas	Thomasville	1907-1908
J. E. Shell	Lenoir	1908-1909
G. Y. Watson	Southport	1909-1910
Max T. Payne	Greensboro	1910-1911
E. T. Whitehead	Waynesville	1911-1912
J. G. M. Cordon	Clayton	1912-1913
C. P. Harper	Selma	1913-1914
G. C. Goodman	Mooresville	1914-1915
E. L. Tarkenton	Wilson	1915-1916
E. G. Birdsong	Raleigh	1916-1917

FIRST VICE-PRESIDENTS

S J. Hinsdale	Fayetteville	1880-1881
William Simpson	Raleigh.	1881-1882
E. H. Meadows	New Bern	1882-1883
John H. Hill	Goldsboro	1883-1884
H. R. Horne	Fayetteville	1884-1885
A. W. Rowland	Wilson	1885-1886
F. W. Hancock	New Bern	1886-1887
T. D. Crawford	Oxford	1887-1888
J. D. Croom	Maxton	1888-1889
E. V. Zoeller	Tarboro	1889-1890
W. H. Wearn	Charlotte	1890-1891
H. R. Chears	Plymouth	1891-1892
N. D. Fetzer	Concord	1892-1893
J. Hal Bobbitt	Raleigh	1893-1894
P. W. Vaughan	Durham	1894-1895
Augustus Bradley	Burlington	1895-1896
J. P. Stedman	Oxford	1896-1897
W. M. Yearby	Durham	1897-1898
J. B. Smith	Lexington	1898-1899
R. H. Jordan	Charlotte	1899-1900
John H. Hardin	Wilmington	1900-1901
Henry T. Hicks	Raleigh	1901-1902
W. A. Leslie	Morganton	1902-1903
G. K. Grantham	Dunn	1903-1904
T. R. Hood	Smithfield	1904-1905
C. A. Raysor	Asheville	1905-1906
C. R. Thomas	Thomasville	1906-1907
J E. Shell	Lenoir	1907-1908
G. Y. Watson	Southport	1908-1909
I. W. Rose	Rocky Mount	1909-1910
G. A. Matton	High Point	1910-1911
J. G. M. Cordon	Clayton	1911-1912
C P. Harper	Selma	1912-1913
G. C. Goodman	Mooresville	1913-1914
E. L. Tarkenton	Wilson	1914-1915
E. G. Birdsong	Raleigh	1915-1916
G. A. Matton	High Point	1916-1917

SECOND VICE-PRESIDENTS

William Simpson	Raleigh	1880-1881
E H. Meadows	New Bern	1881-1882
V. O. Thompson	Winston-Salem	1882-1883
V. O. Thompson	Winston-Salem	1883-1884

A. W. Rowland	Wilson	1884-1885
F. W. Hancock	New Bern	1885-1886
B. E. Sedberry	Fayetteville	1886-1887
W. C. Carmichael	Asheville	1887-1888
L. Richardson	Selma	1888-1889
W. H. Wearn	Charlotte	1889-1890
H. R. Chears	Plymouth	1890-1891
N. D. Fetzer	Concord	1891-1892
J. Hal Bobbitt	Raleigh	1892-1893
P. W. Vaughan	Durham	1893-1894
Augustus Bradley	Raleigh	1894-1895
J. P. Stedman	Oxford	1895-1896
W. M. Yearby	Durham	1896-1897
J. B. Smith	Lexington	1897-1898
R. H. Jordan	Charlotte	1898-1899
E. W. O'Hanlon	Winston-Salem	1899-1900
H. T. Hicks	Raleigh	1900-1901
W. A. Leslie	Morganton	1901-1902
G. K. Grantham	Dunn	1902-1903
T. R. Hood	Smithfield	1903-1904
C. B. Miller	Goldsboro	1904-1905
C. R. Thomas	Thomasville	1905-1906
F. S. Duffy	New Bern	1906-1907
G. Y. Watson	Southport	1907-1908
C. E. King	Durham	1908-1909
Max T. Payne	Greensboro	1909-1910
J. P. Woodall	Charlotte	1910-1911
C. C. Fordham	Greensboro	1911-1912
R. H. Roth	Asheville	1912-1913
E. L. Tarkenton	Wilson	1913-1914
E. G. Birdsong	Raleigh	1914-1915
G. A. Matton	High Point	1915-1916
S. E. Welfare	Winston-Salem	1916-1917

THIRD VICE-PRESIDENTS

E. H. Meadows	New Bern	1880-1881
V. O. Thompson	Winston-Salem	1881-1882
T. C. Smith	Charlotte	1883-1884
F. W. Hancock	New Bern	1884-1885
John Tull	Morganton	1885-1886
J. D. Croom	Maxton	1886-1887
W. H. Wearn	Charlotte	1887-1888
H. C. Shannon	Goldsboro	1888-1889
P W. Vaughan	Durham	1889-1890

N. D. Fetzer	Concord	1890-1891
B. E. Sedberry	Fayetteville	1891-1892
W. C. Thomas	Louisburg	1892-1893
Augustus Bradley	Raleigh	1893-1894
R. L. Dixon	Milton	1894-1895
H. M. McDonald	LaGrange	1895-1896
J. B. Smith	Lexington	1896-1897
J. I. Johnson	Raleigh	1897-1898
E. W. O'Hanlon	Winston-Salem	1898-1899
H. T. Hicks	Raleigh	1899-1900
W. A. Leslie	Morganton	1900-1901
G. K. Grantham	Dunn	1901-1902
T. R. Hood	Smithfield	1902-1903
C. B. Miller	Goldsboro	1903-1904
C. R. Thomas	Thomasville	1904-1905
F. S. Duffy	New Bern	1905-1906
J. E. Shell	Lenoir	1906-1907
W. H. Justus	Hendersonville	1907-1908
I. W. Rose	Benson	1908-1909
G. A. Matton	High Point	1909-1910
E. T. Whitehead	Scotland Neck	1910-1911
C. P. Harper	Selma	1911-1912
G. C. Goodman	Mooresville	1912-1913
E. G. Birdsong	Raleigh	1913-1914
C. P. Greyer	Morganton	1914-1915
S E. Welfare	Winston-Salem	1915-1916
G. R. Pilkington	Pittsboro	1916-1917

SECRETARIES

T. C. Smith	Charlotte	1880-1882
J. C. Munds	Wilmington	1882-1887
E. V. Zoeller	Tarboro	1887-1890
F. W. Hancock	Oxford	1890-1894
H. R. Horne	Fayetteville	1894-1899
P. W. Vaughan	Durham	1899-1912
J. G. Beard	Chapel Hill	1912-1917

TREASURERS

John S. Pescud	Raleigh	1880-1882
A. S. Lee	Raleigh	1882-1891
A. J. Cook	Fayetteville	1901-1906
G. K. Grantham	Dunn	1906-1909
G. E. Burwell	Charlotte	1909-1917

PLACES OF MEETINGS AND LOCAL SECRETARIES

Raleigh, 1880	Organization Meeting
New Bern, 1881	Business Committee
Winston-Salem, 1882	S. H. Smith
Wilmington, 1883	John H. Hardin
Charlotte, 1884	L. R. Wriston
Greensboro, 1885	R. G. Glenn
Fayetteville, 1886	B. E. Sedberry
Asheville, 1887	W. C. Carmichael
Goldsboro, 1888	H. C. Shannon
Durham, 1889	P. W. Vaughan
Morehead City, 1890	F. W. Hancock
Morehead City, 1891	R. J. Gooding
Raleigh, 1892	W. H. King
Greensboro, 1893	F. A. Bobbitt
Asheville, 1894	W. G. Smith
Morehead City, 1895	B. C. Jones
Morehead City, 1896	C. D. Bradham
Raleigh, 1897	J. H. Bobbitt
Charlotte, 1898	W. H. Wearn
Durham, 1899	P. C. Sneed
Wilmington, 1900	John H. Hardin
Winston-Salem, 1901	E. W. O'Hanlon
Morehead City, 1902	C. D. Bradham
Morehead City, 1903	F. S. Duffy
Asheville, 1904	W. C. Carmichael
Morehead City, 1905	F. S. Duffy
Wrightsville Beach, 1906	G. Y. Watson
Lake Toxaway, 1907	F. D. Hunter
Morehead City, 1908	D. R. Davis
Greensboro, 1909	Max T. Payne
Charlotte, 1910	J. P. Woodall
Morehead City, 1911	F. W. Hancock
Waynesville, 1912	G. E. Burwell
New Bern, 1913	C. D. Bradham
Hendersonville, 1914	W. H. Justus
Durham, 1915	P. W. Vaughan
Wrightsville Beach, 1916	D. A. Elvington

E. C. Birdsong, Raleigh

Fifty-seventh President of the North Carolina Pharmaceutical Association

PROCEEDINGS

OF THE

THIRTY-SEVENTH ANNUAL MEETING

Wrightsville Beach, N. C.,
June 20, 21, 22, 1916.
Oceanic Hotel.

FIRST SESSION

The thirty-seventh annual meeting of the North Carolina Pharmaceutical Association was called to order at eleven-fifteen on the morning of June twentieth, by the President, Edward Lawrence Tarkenton, of Wilson.

President Tarkenton: *Fellow members, members of the Traveling Men's Auxiliary, ladies and gentlemen:*

It affords me great pleasure to welcome you to the thirty-seventh annual meeting of the North Carolina Pharmaceutical Association. We are here from all parts of the State to discuss the problems that confront the druggists and to exchange ideas for the benefit of the pharmacists of North Carolina. If you have any grievance, or if you have gained anything during the year that would benefit your fellow pharmacists, we want you to let it be known. I will ask Bishop Darst to open this convention with prayer.

(Invocation by Bishop Thomas C. Darst, of Wilmington.)

President Tarkenton: I will ask Mr. Elvington, the local secretary, to introduce the gentleman who will welcome you to this part of the State.

Mr. D. A. Elvington: *Mr. Chairman, ladies and gentlemen, brother druggists:* I wish to introduce to you our honored and esteemed Mayor, Mr. P. Q. Moore, who will

welcome you to our city of Wilmington and to the ideal summer resort, Wrightsville Beach. Mr. Moore. (Applause.)

Mr. P. Q. MOORE: *Mr. President, ladies and gentlemen:* It is a great pleasure that you have given me today in welcoming you here to Wilmington and to Wrightsville Beach. They are practically one and the same. It is a great pleasure to welcome any body of men, but it is a particular pleasure to welcome an organization of this kind, an organization of men that stands for the best things in life. No matter where you go you will find that druggists are men of the highest type and of the highest character.

I had the pleasure—I cannot say it was a pleasure—of being in Baltimore under very trying circumstances a few weeks ago, and while there I did not know where to go. I did not know any one in Baltimore after being in the hospital hour after hour, and there was no place for me to go. I was homesick for some familiar face, homesick for some place to go. It then occurred to me to go out somewhere in Baltimore and find a Bob Bellamy or a John Hardin or a Jim Hall. (Applause.) Down the street I walked until I reached, I think, the corner of Franklin and Charles streets. Going into this great place, I made a small purchase and I made friends. I did not introduce myself, but I went back again, and I was greeted with the same kindly smile and the same warm grasp of the hand that our friends in Wilmington know so well how to give, and I believe that I had the pleasure of meeting the head of that institution in Baltimore. I believe the people of the whole country feel that way towards the men of this and all organizations of a like kind all over this country of ours.

Therefore, my friends, it is a great privilege that I have in welcoming you here to Wilmington, and I feel like I know more about those in the drug business than the ordinary man, because of the fact that it has been my great privilege to live side by side with one for a great many years, and that has

been a wonderful privilege. I have watched him day in and day out, going back and forward to his work and answering calls at all hours of the night, never too tired to lend a hand to the sick and the suffering, and that is one of the reasons that you are so richly blessed in your daily walk in life. You have so much to give and you give so liberally.

Possibly it would be of interest to you to hear something about this particular part of the country where you are, and for a few minutes I will give you a little of our history.

The first settlement of this country was down on the banks of the Cape Fear River in 1732, where they settled the old town of Brunswick. They thought at that time that that was going to be a great city, but never at any time were there more than four hundred white inhabitants. But that little town on the banks of the Cape Fear gave more men of note and prominence to the Nation than any town of the size in the country, in that day or in this, for among the number was Attorney-General Archibald McLean, Cornelius Harnett, the pride of the Cape Fear, and one of the Continental Army generals, Major Robert Howell. These men were the first people to resist with arms the landing of the stamps in this country, ten years before the Declaration of Independence.

They built there a church, the old Church of England, whose walls are standing there today in mute testimony of those who labored heroically for the uplift and upbuilding of the people in that day and that time to the glory and the honor of God, and the Cape Fear River majestically sweeps along past the old church and the old burying ground, and seems to sing a sweet requiem to the hallowed dead.

Later on, down here at Fort Caswell, when the war between the North and the South was raging and when the Confederacy was tottering, the eyes of the whole people, the followers of Stonewall Jackson and Robert E. Lee, were upon the men who were defending that fort. With the whole Union fleet—I say the whole Union fleet—shelling that

fort day after day and week after week, those men fought only as the men who wore the gray knew how to fight, tired and hungry, half-clothed, half-starved. They fought until their ammunition was exhausted, and then were only overpowered, because they never gave up.

Later on, in '98, the people of North Carolina know what happened, when the vital question was raised from the mountains of the western part of our State to the ocean, whether the white man or the negro should rule. It was here that the brunt of that battle was placed, but with the help of the people of the western part of the State, with the help of the people of the Piedmont section, with the help of every white man of North Carolina, we saved North Carolina for the Anglo-Saxon, and today (applause), today we can raise our voices and our hearts when we sing "Carolina, Carolina, Heaven's blessings attend her."

Since that time, ladies and gentlemen, Wilmington has taken on new life. They have built miles upon miles of beautiful streets. They have built a magnificent water system. They have built a wonderful incinerator. They have one of the very best health departments, not only in North Carolina, but in the while United States. (Applause.) Wilmington is a city of homes and of churches, and it is here that we welcome you with open arms. I hope, gentlemen, that your stay here will be one of pleasure and one of profit. Tradition tells us that when one drinks of the waters of the Rock Spring, no matter where you wander or where you roam, it will bring you back again, and I am going to ask each member here to drink of that water that we may have the pleasure of welcoming you and greeting you here again. (Applause.)

President TARKENTON: I will ask Vice-President Birdsong to respond to this address of welcome.

Mr. E. G. BIRDSONG: *Mr. President, ladies and gentlemen, and members of the North Carolina Pharmaceutical*

Mr. William Niestlie and Others on the Beach

Association, and Mr. Mayor: I take great pleasure in thanking you for your most cordial and courteous welcome. We are here on this occasion representing every part of our beloved State—the extreme east, the farthest west, north and south, and last but not least, the central portion.

We have come here, leaving all care behind, to enjoy the hospitality of the good people of your city, and to consider means and methods for the betterment and uplifting of pharmacy in our good Old North State; to interchange the ideas and personal experiences we have had in previous years in the profession we have chosen for our life work, and to renew the friendly relations existing among the pharmacists of the State.

After the business sessions, the social features of this Association—the mingling together and becoming better acquainted, the hearty fellowship of the members and visitors—is, to me, one of the most pleasing features of the meeting.

It is not possible for me to express, as I would like, the appreciation of the druggists for your cordial greeting. We are proud to be with you, as we have been anticipating this meeting for the past year.

For your whole-hearted welcome we say—thank you.

President Tarkenton: Fellow members, ours is the honor of having with us Mr. William Niestlie, of Wilmington, who will welcome you on behalf of the local druggists.

Mr. Niestlie made a very entertaining address of welcome. In a whole-souled, hospitable sort of way he bade the druggists welcome to the city of Wilmington and to Wrightsville Beach.

During the course of his remarks about his old friend, the Venus Fly Trap, he produced a large bottle of the seeds of the plant, which he showed to the druggists. These capsules containing the seeds were viewed with much interest by the druggists. Mr. Niestlie afterwards presented the specimens

to the University of North Carolina, to be kept as a permanent collection.

Mr. Niestlie next displayed an antique mortar which had been chipped out of solid stone. This mortar was supposed to have been found in Italy years ago. No one knows even its approximate age. Needless to say, it is highly prized by the owner.

Mr. Niestlie closed his address by saying that "we have had the extreme pleasure of meeting on different occasions and at different places, and always we have enjoyed ourselves, but this year it seems much more pleasant because we meet in the old town of Wilmington."

His address was heartily applauded.

President TARKENTON: We will now have a response upon the part of the Association by Mr. F. W. Hancock.

Mr. F. W. HANCOCK: Mr. Niestlie, the members of this Association have always sincerely appreciated the kind hospitality which you warm-hearted druggists and good citizens of Wilmington have always extended to them whenever it has been our good fortune to meet with you. This is the fourth time we have met with you. Twice in Wilmington, in 1883 and in 1900; in 1906 we met at Wrightsville, and after ten years we meet here again. When we met with you in our fourth annual session thirty-three years ago in your beautiful, progressive city by the Cape Fear, that elegant gentleman, the late William Green, was President, and that courteous fellow-citizen, James C. Munds, was Secretary. Forty-one members were in attendance at that meeting, and would you believe it when I tell you that only two of the number are with us today? I am sure that we find no place in North Carolina more zealous than Wilmington in advocating and maintaining the interests and honor of the people of the State. In years gone by the sons of New Hanover have always been among the foremost. The first conflict of arms in our State after the militia organization occurred in this county at

Moore's Creek on the twenty-seventh of February, 1776. The event of that period and the recollections of those that cluster around the patriotic city of Wilmington in later years will stimulate other sons to preserve the record of their glorious ancestry. We thank the good druggists of Wilmington for this magnificent reception. On behalf of the members of this Association, I wish to thank you, sir, personally, for the interest you have always taken in the Association. Although not being able to always attend, you have never failed to send a representative, the Venus Fly Trap. (Applause.)

President Tarkenton: We will now have the roll called by the Secretary.

(At this point there was some discussion as to the advisability of postponing the roll call until a later time. It was decided, however, to go on with the roll call in the regular manner.)

President Tarkenton: We will next have the reading of the minutes of the preceding meeting.

Secretary Beard: Mr. President, I move that the reading of these minutes be dispensed with, since they were published in book form and distributed to the members shortly after adjournment.

This motion was duly seconded and passed.

President Tarkenton: The next feature of the program is the admission of new members.

Secretary Beard: The Chairman of the Executive Committee, Mr. Charles O'Hagan Horne, is not here this morning. It is customary for the chairman of this committee to read and present the names of new members. I wish to say in connection with the question of new members that last year, if you will recall, a rule was passed that new members could be taken in between sessions of the Association. Because of that rule and as a result of the most earnest efforts

upon the part of some of our members we have been able to take in about forty druggists since the Durham meeting. I have got a list of these men here. (Here list was read.) I would suggest that all these new members be complimentarily voted into membership by this convention. I intended to mention in my report what I shall say now. Mr. Burwell, our Treasurer, has done a glorious work for us this year. He is on the road and has taken a great deal of time to go around and see druggists and persuade them to join the Association. As a result of this determined work, we are the richer by about forty new members. I am certain that I voice the appreciation of this body when I say that we are extremely grateful. (Applause.)

President TARKENTON: We will now have the introduction of delegates from other associations. The first is Maryland.

Secretary BEARD: Mr. President, the Maryland Association has appointed the following delegates to this meeting: George C. Muth, chairman; J. E. Bond, E. F. Kelly.

The PRESIDENT: Are there any delegates here from the Maryland Association? (No response.)

Mr. H. P. HYNSON, of Baltimore, Md.: *Mr. President, ladies and gentlemen:* I can't hear the name of Maryland, my Maryland, sounded and called upon unless I make response, if it is possible for me to do so. I might say to you that it would be folly for me to speak of North Carolina to North Carolinians; tell of your resources, their extent and magnitude; to tell of the beauty of the scenery of North Carolina, or to speak of the intellectuality, of the patriotism, of the statesmanship. I can't speak of that. Neither can I claim my State as being the first in most things, as North Carolina can. I want to say to you that you must think of your State as being really remarkable, as being a State rich in resources, as being a State worthy of the real respect and

commendation of all citizens of the United States, because I have felt that for a number of years. I want you to think of the beauty of your ladies and the bravery of your men, and then say, "Maryland comes next." (Applause.)

I came rather authorized to bring the greetings of those delegates that should have been here and could not come, and they asked me to apologize, because every one of them wanted to be here. Mr. Muth, especially, thought he could come, and Mr. Bond—I called him up and he told me he could come and then found out he could not; and your own Kelly, Frank Kelly, of whom we are as proud as you ought to be, I know, wanted to be in old North Carolina. You have never sent anybody out of your State that I think has done more for pharmacy in the time he has been in it than Frank Kelly, and we are proud to have him in our midst, and I hope you will send us a great many more such men to Baltimore and to Maryland.

I thank you for this, for letting me come down here. Later on, maybe, I will say something else to you, if you will let me, but it will be a pleasure if you will just let me come here and be one of you, not expect much of me, but believe that I love you because you are in and part of the great and dear old Southland. (Applause.)

President Tarkenton: Any delegates from South Carolina? (No response.) Tennessee? (No response.) Georgia? (No response.) Virginia? (No response.) North Carolina Medical Society? (No response.) The National Wholesale Druggists' Association? (No response.)

Secretary Beard: Mr. President, the National Wholesale Druggists' Association has appointed Mr. B. Frank Page, of Raleigh, Mr. M. M. Murphy, Charlotte, and Mr. J. B. O'Bannon, of Charlotte, to represent that Association here.

President Tarkenton: I am glad to extend the freedom of the floor to the various members of the Traveling Men's Auxiliary. I trust they will each give us a little talk.

Secretary BEARD: Mr. President, it has been a long time since Mr. Prior has been with us. He has had a number of years to prepare a speech. He always has something interesting to say, and I am sure we would enjoy hearing him.

President TARKENTON: Mr. Prior.

Mr. J. L. PRIOR: I might have too much to say, and I had better be careful. I am glad to be with you. I think this is the biggest attendance I have ever seen at a meeting. It is a pleasure to be with you. It is the first time I have been in this meeting for twelve or thirteen years, and before the meeting is over there might be some little things we might discuss and talk about for the benefit of the Association, which I shall be very glad to join in. (Applause.)

President TARKENTON: We would like to hear from Mr. Vangorder.

Mr. I. R. VANGORDER: *Mr. President, ladies and gentlemen:* It certainly gives me great pleasure to be with you once more. I couldn't be with you last year and regretted it very much, because I surely love to come to old North Carolina. But I was in West Virginia at the time, and when my boss asked me to what place I would rather go, I said I'd prefer going back to North Carolina, but of course when I was in West Virginia I would have to stay there because I was then twenty miles from the place where they met in convention. So I went to Clarksburg and we had a joyous time, and I will say this, that the members of West Virginia Pharmaceutical Association are a pretty lively lot of people, and the traveling men have got a big crowd. I don't know, but I expect there were seventy-five or a hundred of the traveling men present. They proposed that we should give the Association a banquet. We had about seven hundred and fifty dollars in the treasury, and we gave them the banquet and we had a lovely time. I would like to see old North Carolina get to the front and get some more traveling men.

Anyhow, I want to be with you as many times as I can. I expected to have some souvenirs to give out here from our people, but when I got to Wilmington and went to the express office, they said there was nothing for me there. (Applause.)

President Tarkenton: We would like to hear from Mr. Kershaw, of Muth Brothers.

Mr. H. T. Kershaw: *Members of the North Carolina Pharmaceutical Association:* I want to thank you for the privilege of being with you again. These meetings are very enjoyable and a pleasure to me. I hope to see you all next year and have just as good a time as in the past. There is only one thing we can do to make this meeting more agreeable and sociable, and that is to pass around things, and if we can keep them going we will get along all right. (Applause.)

President Tarkenton: I see we have Mr. Lee Reinheimer, of Richmond. We would like to hear from him.

Mr. Reinheimer: I am glad to have the privilege of being with you gentlemen for the eleventh time, and I hope next year to make it an even dozen. I thank you. (Applause.)

Secretary Beard: Mr. President, the head of the Traveling Men's Auxiliary is here. He is a man who has done a great deal of work for this Association, and he is a very enthusiastic worker in the T. M. A. I know everybody would enjoy hearing Mr. J. B. O'Bannon. (Applause.)

Mr. O'Bannon: *Mr. President, ladies and gentlemen:* I am no speechmaker, but I would like to offer an invitation to the druggists and their friends for Thursday afternoon to take a boat-ride to be given by the Auxiliary. I hope most of you will join us Thursday afternoon. Thank you. (Applause.)

Mr. W. H. Wearn: I move that we accept, with thanks, the invitation just extended by Mr. O'Bannon.

(Seconded.)

President TARKENTON: All in favor of Mr. Wearn's motion, signify it by saying "Aye." Unanimously carried.

We would like to hear from Mr. J. B. Bowers, of Richmond.

Mr. BOWERS: *Mr. President, ladies and gentlemen:* It is always a pleasure and a joy to be with you, I assure you. Last year I wasn't with you, so this year I came in double harness. (Laughter.) My friend "Van" says he was in West Virginia last year, and stayed there, and this reminds me of the joke told me in Richmond some years ago of how hospitable the Kentuckians were. He said an old friend of his was so very hospitable that he said, "If you are ever within a hundred miles of my house I want you to stay there." "Van" was in West Virginia last year. (Laughter.) I think we should all forget our toils and cares and business for three or four days, and come down here and renew old friendships and have the good things of life and enjoy them, and go back home and start another year's work. I hope you will all enjoy every moment of the time we are together. Thank you. (Applause.)

President TARKENTON: We would like to hear from Mr. P. W. Vaughan.

Mr. VAUGHAN: Mr. President, I certainly am very much gratified to be here. The word has not yet been coined that expresses the pleasure of being here. I have only missed one meeting in the history of the Association. I missed the meeting held at Fayetteville a good many years ago, and this is the thirty-sixth meeting that I have attended. I want to bring the greetings of the Durham druggists to this Association. They are not represented here very largely this time, but I bring the greetings of that Association, and hope the meeting will be pleasant and profitable, and when we all leave here that we will have the fondest recollection of having attended this meeting. (Applause.)

President Tarkenton: We would like to hear from Mr. R. E. Whitaker.

Mr. Whitaker: Ladies and gentlemen, it is always a great pleasure to me to come down here and meet with you. I get a great deal of pleasure on my regular trips when I try to put something over on you, and I come down here with no responsibilities at all except to try to have as big a time as I can with you, but words don't express how I feel this pleasure. I hope to see you all in Raleigh in 1917, and we fellows that make Raleigh our headquarters will try to join in and give you as good a time as we can, and I think there are some good times up there. (Applause.)

President Tarkenton: We would like to hear from Mr. Lambert Kuhn.

Mr. Kuhn: Ladies and gentlemen, it gives me a great deal of pleasure to be with you. I always look forward to meeting with you. But I talk so much during the year that I guess when I get here I am about all out of talk. I don't think as long as there have been some little jokes told that it would hurt for me to tell one that I heard.

Up in Washington the other day there was an old darky who said to one of the delegates who had been out to the Chicago Convention—he says, "Boss, who's the Republican nominate out there?" "Why," the man replied, "they nominated Mr. Hughes." "Yes, Mr. Hughes." The darky scratched his head a little while and he said, "Who'd the white folks nominate?" (Laughter.) Well, gentlemen, I am glad to be with you. I am not like Brother Vangorder; I went to the express office and they happened to have a package for me. (Laughter.)

Secretary Beard: Mr. President, there is one man here who is just dying to say something to us, and the only way to get him in is to pull him in. I am sure we would be glad to hear from "John Jr.," who is on the outside of the hall. (Laughter.)

Mr. FOEGE: I beg to be excused, for today is the first day of the Convention and I haven't got all my talk worked up. (Laughter.)

A MEMBER: We would like to hear from the gentleman representing Welch's Grape Juice.

Mr. J. W. GIBBONS (aside): I am not a speaker; I am a salesman. *Mr. President and members of the North Carolina Pharmaceutical Association, ladies and fellow-men:* I haven't a thing in the world to say except that the North Carolina druggists, as I have found them, are about as good a bunch as I ever ran up against. I am a poor speaker, and find it better to get up against these folks one at a time. I worked in New England once. I just want to draw a comparison between the New England druggists and the North Carolina druggists. You walk into the drug store there and the druggist peaks his head around the corner and says, "What have you to say?" When you come down here they give you the glad hand, and whether they want your goods or not they're nice people to talk to, and I can say,

> "Here's to the land of the long-leaf pine,
> The summer land where the sun doth shine,
> Where the weak grow strong and the strong grow great,
> Here's to down home, the Old North State."

(Applause.)

President TARKENTON: Any other business, gentlemen? (It was moved and seconded that adjournment be taken.)

Treasurer BURWELL: Just a moment before we adjourn. There are several members present who may want to pay their dues. I will remain here at the table for a few minutes and I will be glad to have them come up.

Mr. H. T. HICKS: After we adjourn, what time shall we come together again?

President TARKENTON: 2:30—promptly at 2:30.

A MEMBER: Cannot we pass on those new members before

we adjourn? I move that the Secretary be instructed to cast the ballot of the entire Association for the election of the men whose names he read a little while ago.

(This motion was seconded and adopted. The Secretary accordingly cast the ballot as directed.)

The convention adjourned at 12:32 p.m.

SPECIAL ATTENTION—Drug Stores (snaps), also jobs. All States. Physicians, Dentists, Veterinarians, furnished, practices sold. F. V. Kniest, Omaha, Nebraska. Established 1904.

SECOND SESSION

TUESDAY AFTERNOON.

Meeting called to order at 2:57 p.m., Vice-President Birdsong in the chair.

Vice-President BIRDSONG: The first business is the reading of the President's Address, by Mr. Tarkenton.

Mr. E. L. TARKENTON: *Mr. Chairman, and fellow-members, ladies and gentlemen:*

It is indeed with pleasure that I address you at this, our thirty-seventh annual convention. I trust that this meeting will result in many new friendships being formed, which will be lasting and of mutual benefit.

In assembling here I wish each one to feel that his attendance at this convention will strengthen the hands of those who are working sincerely and effectively to better business conditions for the druggist. Twelve months ago we little thought that war on our eastern hemisphere would continue until now. When, in our sober moments we stop to think of the terrific struggle now going on in Europe, a struggle that has threatened, and is still threatening, to engulf all civilized nations, how thankful we should be that we live in peaceful and protected America.

I do not believe that there is a line of business that feels the effect of this gigantic struggle any more than the retail druggist. The drug market also has felt the effects of this war and the druggist who has not kept pace with price reviews and changes quoted will suffer no little loss in the end. My advice is, don't overstock, for we know not when the great struggle of war will cease; the break will then come quickly. Watch your market closely, sell your goods accordingly; buy sparingly of fluctuating goods, and you will be on the safe side.

The war has already caused, and will continue to cause many radical changes in the industrial world. You should recognize the changed conditions that now confront you.

Up to the beginning of the European war, we cared but little who made our goods, but the national cry, "Made in America," has reached us and bids us to push goods made in America. The imports of some of our most important chemicals have been largely suspended. American manufacturers must supply many of the million dollars worth of goods which we formerly bought abroad. We must look out for some new source of supply.

We have an abundance of raw material in the United States. If it was feasible to collect all the drugs that grow wild in the United States we would be able to supply our deficiencies in many directions. It behooves the druggists of our State to increase the cultivation of drug plants. We must talk "Made in America" and encourage physicians to help in the cause.

Because of the wonderful opportunities offered us—for nature has been most bountiful—we have neglected many lines of industry and have purchased our requirements abroad. In many of these lines we have found it more economical to buy from Europe because the products were those requiring a larger outlay of both skilled and unskilled labor. A beginning has already been made in the United States to furnish many drugs which we have been getting from other countries, and we should do all in our power to promote these home industries. In the field of drugs and chemicals Germany is supreme. Who would have thought that virtually all of our carbolic acid came from Germany, and about twenty-five per cent of our quinine came from Germany? although we manufacture it in large quantities in the United States.

Think of it, imports of coal tar products from Germany in one year's time amounted to more than eighteen million dollars, although we produced forty per cent of the world's coal. There is no reason why we should not keep this money at home.

As a result of the European war we are today facing problems which were ours when the republic was first established and at peace. We will soon be thrown upon our own resources if the war continues. We shall have to become absolutely self-sufficient. Our industries, one and all, must learn to depend on their own resources. It has been repeatedly stated by various writers in our pharmaceutical journals that now is the opportune time for America to make herself, as far as possible, independent of foreign supply and to encourage home production of plant-producing remedial agents.

Fellow members, there is probably no more important subject claiming the attention of the members of the North Carolina Pharmaceutical Association than the necessity for increasing the membership. In the past twelve months there has been a steady increase in the membership, due to the labors of some of our faithful members and to the efforts of the Traveling Men's Auxiliary. The association has in no wise reached the bounds of its possibilities in this direction. Well directed efforts should yield an abundant harvest. I will suggest two plans by which we could double our membership, and I leave it to you whether we shall adopt one of these plans at this association.

My first plan would be to hire a man (or a lady) three months in every year to do field work, and let him call upon every druggist

in the State and solicit members and collect dues from druggists who are in arrears. I believe if this plan were tried out it would be only a matter of a few years before every druggist in the State would belong to our Association.

My second plan is to suggest that we appoint on the membership committee one member from each district in the State and that the chairman of this committee shall have supervision and control of the membership campaign. The purpose is to have each local committee, through the chairman and members, make a thorough canvass in each district and see that every druggist eligible to membership is invited to become a member of our Association. When possible, the solicitation should be a personal interview, and when that is not possible, then by letter. This plan is based upon a careful and earnest study of the conditions and possibilities. We want to get all the members we can, and to do this we must be well fortified and full of determination to accomplish our object.

We are now living in an age of activity and preparedness; everywhere the nation and the people are making preparations for the future and our druggists must do likewise. We must have coöperation. With an army of pharmacists, such as we have in North Carolina, we could secure almost anything reasonable in the way of legislation. The druggists of the State must contribute something to the commonwealth, be it money or personal effort, or both. Nobody can take your place or do your work in any coöperative movement; you must do your own share yourself. By each contributing his best efforts and all working together, we can accomplish great things. "United we stand; divided we fall." Pay your dues; do your part, and don't find fault. It is better to coöperate than to criticise. The man who knocks the North Carolina Pharmaceutical Association before he gets in the game does not come into court with clean hands. Boost your Association; give to it all you can and get all the good from it you can, and remember that "it is more blessed to give than to receive." The North Carolina Pharmaceutical Association offers druggists an opportunity to give to their fellow druggists all that they have learned by experience, reading and thinking; "to pass it on"; an opportunity to help their less fortunate brothers, whereby their profession as a whole may be more credibly considered.

The pharmacists of North Carolina should begin to realize what organization means to them. If you asked some druggist in the State to become members of the North Carolina Pharmaceutical Association they would answer, "there is nothing in it," meaning that there is nothing in it which they can get out of it for themselves. But there are those who believe in the brotherhood of man and are willing to give time and money to protect and help those who are in their own profession.

The "go it alone" spirit manifested by so many druggists is their greatest handicap. The true practice of pharmacy is for pharmacists, and until retail pharmacists organize and coöperate nothing can be accomplished. We must fight dispensing doctors; we must do something for our brother pharmacist who rarely ever fills a prescription written by a physician in his own town, or if he does it is because the physician is out of the preparation or his patient is doubtful pay. Fellow members, this is a sad state of affairs for the pharmacist as well as for the people at large.

Pharmacy and the practice of medicine had a common origin. When in the past there arose the necessity for the separation it was made because the physician had no time to devote to collecting his own drugs. The separation of the two professions was the great factor that made for the increased efficiency of both. Today no physician should dispense his own drugs, for he needs the services of the skilled and efficient pharmacist. The most important step in my humble opinion, would be to raise the standard of our profession and personal code of ethics and show the physician that we are willing to meet him half way. Get-together meeetings inaugurated by the pharmacists will help to gain the confidence of the physician. The higher we raise the standard of our profession, just in that proportion will we gain the friendship of the physician.

In looking back over the trail of years, we are deeply impressed with the fact that pharmacy of today is not like that of yesterday. It lacks the dignified professionalism, the fervid zeal and the silent and dignified assistance which it used to render the profession of medicine. The pharmacist is no longer a discoverer of new chemicals and new medicines, since this has been taken over by the pharmaceutical houses. I am heartily in favor of our pharmaceutical houses which strive to support the druggist, but I am bitterly opposed to those manufacturers which sell physicians direct and inform them through their representatives that it is cheaper to dispense than to prescribe and in some instances tell the physicians that pharmacists are substituters and counter prescribers. We have held out the flag of peace long enough; our meetings on some questions have savored too much of the olive branch. Let's get busy and throw down the gauntlet good and hard and start an aggressive campaign against dispensing doctors. Physicians, unless they are registered pharmacists, should not be allowed to compound medicines. A physician who fills his own prescription where there is a drug store and a registered pharmacist conventiently near, is as much a faker as a pharmacist who pretends to diagnose diseases and prescribe. We must win the physician by square dealing and confidence, and if we fail in this, then we will have to resort to the people. We owe it to our profession to help those pharmacists who are in towns that are infested with dispensing physicians.

There are several things that I will mention that will help drive the physician to dispensing his own drugs: First, lunchionettes; second, counter prescribing; third, substitution; fourth, letting your name appear at the foot of every patent medicine that comes along; fifth, filling your windows with curealls; sixth, prescriptions filled by unregistered clerks.

The average pharmacist frequently forgets the appearance of his store from the outside. The outside is the criterion by which the inside is judged. The outside appeals to the physician as much as it does to the layman. It is as much of an eyesore to the physician to see window displays devoted to patent medicines as it is to you, Mr. Pharmacist, to see the physician do his own dispensing. We are doing more to create dispensing physicians by closing our drug stores on Sundays than you can imagine. I do not advocate keeping our stores upen to sell cigars and soft drinks, but I do advocate keeping them open to supply physicians' wants when you are getting the entire support of the physician. Surely symptoms of disease are as liable to make their appearance on the Sabbath as on any day of the week. The physician finds it necessary to prescribe on that day, and if the drug store is closed and the pharmacist cannot be found, it is only natural for the physician to be in an ill humor. The drug store should be in a position to supply remedial agents and sick-room necessities whenever needed. Does it not follow, therefore, that a druggist whose aim is the welfare of mankind should keep his shop open? If there is more than one drug store in the town, alternate, and have regular hours for keeping open. If you are in a small town keeping your drug store open two hours in the morning and two in the afternoon will help to retain the friendship of the physician and the people. The really successful person is he who loves his work, who labors unselfishly to benefit others, who is true to his calling and respected by the community in which he labors.

France and Germany have demonstrated that it is possible to shape legislation so that the dispensing of drugs by physicians is prohibited. When you stop to think of it, why should the physician be exempt from the provision of all pharmacy legislation? I would earnestly recommend that this Association go on record as opposing all dispensing doctors in towns of over five hundred; that a vigorous campaign be instituted to place on the statute books in our State a law that will confine the practice of pharmacy to pharmacists as it pertains to the manufacture and dispensing of medical substances to registered pharmacists only.

I also recommend that our Association go on record as favoring a bill that will require every dispensing physician in towns under five hundred to write a prescription for all medicine dispensed in his office, filed and numbered, with date and patient's name.

A Group of Delegates on the Sands at Wrightsville Beach

Fellow pharmacists, I hope I will not tire you with this long address, but I want to impress the fact upon you who are interested in solving all our difficulties, that your State Association is the instrument in your hands whereby you can apply the remedy if you will. Be a pharmacist and a business man both and try to elevate your profession so that it will be distinctive. There is no need of forgetting the professional side of our calling in order to stress the commercial side. I shall never advocate sending all of our fixtures and stock, which from time immemorial have marked the pharmacy, to a back room as so many of our druggists are doing, displaying articles belonging to the commercial side of the business and banishing from sight all that makes pharmacy distinctive.

You are throwing away your forefathers' scientific reputation and placing yourself on a plane with other merchants who have no technical training. In some respects I do not advocate the old time way of doing business, but we can apply to our business of today some of the old and well tried plans and gain for our profession a distinctive store. It is obvious that a man in this day and time cannot be considered a successful druggist unless he commercializes to a certain degree, but neither can he become a successful pharmacist unless he is a PHARMACIST.

I hope to see the day come when laws will be passed that will protect the pharmacist as it does the physician, dentist and lawyer. When drug stores are owned by men who are not pharmacists or druggists they are not run on ethical or professional lines but merely for the money there is in it. Such conditions handicap the profession of pharmacy. None but individuals, or individuals duly licensed, should be allowed to own or conduct a pharmacy. The time is not ripe for advocating certification of pharmacies in North Carolina, but it will not be amiss to remind you of the needs of the day, one of which is the classification of pharmacy for the purpose of indicating superiority or excellence. The requirements which a drug store should have to meet in order to be a certified pharmacy would be that no drug store would be admitted to certification which was not owned and actually managed by a duly registered pharmacist. I hope to see the day when this Association will go on record as favoring a law that will limit the practice of pharmacy to the pharmacist.

The object of a pharmacy law is to regulate the practice of pharmacy by incompetent and unregistered clerks and proprietors. How best to prescribe the most effective way should be worked out. The same principle should be applied to pharmacy that is embodied in the laws regulating the practice of medicine.

I am heartily in favor of enforcing the pharmacy laws of the State of North Carolina. There are drug stores in our State violat-

ing these laws every day. They go unmolested because the Board of Pharmacy cannot get evidence on which to begin a prosecution. The druggist will not report such cases. Fellow members, the Board of Pharmacy is dependent on you to report drug stores that are not living up to the pharmacy laws. Ideal pharmacy laws we cannot have unless you coöperate with the Board and send in your complaints.

If you know of any one in your town violating the pharmacy laws will you report same at this meeting? We must take steps to improve conditions. Keep alive the professional ideals of pharmacy and make up your minds to report the violation of the pharmacy laws. If you are not familiar with these laws you should be. The law reads: "Any person not being licensed as a pharmacist, who shall compound, dispense or sell at retail any drug, medicine, poison or pharmaceutical preparation, either upon a physician's prescription or otherwise, and any person being owner or manager of a drug store, pharmacy or other place of business, who shall cause or permit any one not licensed as a pharmacist, to dispense, sell at retail, or compound any drug, medicine, poison, or physician's prescription, contrary to the provision of section 4." This gives you the privilege of an assistant clerk who can work under the immediate supervision of a person licensed as a pharmacist.

I shall hope that this Association will take steps to improve the profession of pharmacy. There is a demand today for well trained pharmacists. The druggists throughout the State should safeguard their profession by seeing that their clerks are well trained before they give them a certificate of three years experience. When a druggist gives a young man a certificate of three years experience he should know that this young man is competent to do the practical part of work in a drug store and not be merely a bottle-washer.

Looking toward the future and reviewing the conditions of the drug business in North Carolina I cannot help but take an optimistic view. I believe that we are at the beginning of a new era. A great many changes are taking place. Druggists all over this broad land of ours are alert, side-lines are being added, new ideas in merchandising are introduced and in the end the druggist will not only be a professional man but a high-class business man.

We pride ourselves on our well equipped college of pharmacy at the State University. A closer relation should exist between this and the pharmacists of the State. We realize that the chief object of the school is to supply competent pharmacists. The druggists of the State should urge the University Pharmacy School to include in their course subjects of practical value such as accounting, merchandising, and salesmanship. The college of pharmacy can arrange a

commercial course that will come nearer suiting the requirements of the pharmacist than does the average course at business college.

Knowing pharmacy is not all that the young man needs to make him a success in the drug business; bookkeeping, commonplace commercial laws, contracts, insurance, notes and drafts are all a necessary part of the pharmacist's working machinery.

There are pharmacists in our State who are fine business men; who pay their dues to the North Carolina Pharmaceutical Association but do not attend our meetings. These should keep in touch with what the Association is doing to better the profession of pharmacy in North Carolina and should also let us have the benefit of their experience and ideas through papers and printed articles. The *Carolina Journal of Pharmacy* is the organ by which you can keep in touch with your fellow pharmacist. I make the recommendation that a committee be appointed to meet with the editorial board of this Journal and formulate plans by which we can make the *Carolina Journal of Pharmacy* the organ of the Association.

The Harrison bill, long desired and worked for by those pharmacists who realize the true conditions concerning narcotics has been in force for about fifteen months, and it has proved to be one of the most effective and beneficial laws passed by our national law-making body. The retail drug trade has had to bear the most burdensome restrictions and has suffered from many arbitrary rulings. The burden has been cheerfully assumed and every effort made to assist in making the law effective. The Harrison law should be welcomed by every law-abiding pharmacist.

Sensational magazines and newspapers will be compelled in the future to cease from this form of attack on the drug business for the simple reason that the formation of the narcotic habit by the public in the future will only be possible through the failure of the physician to obey the law or of the government to enforce it.

I would like to make the recommendation that this Association go on record as favoring narcotic law information; that the internal revenue office be requested to issue from time to time to every druggist in the State revised editions of the rules and regulations covering the Harrison narcotic law.

Fellow pharmacists, did you do your duty in helping principles of price standardization during the past year? Did you mail your Congressman and representatives letters asking them to support the Stevens Bill?

For the past few months many bills have come up before the House and it is now difficult for druggists throughout the United States to determine the chances for price standardization legislation at this session of the Congress. However the future looks bright for the principle of price standardization and it behooves every druggist in

North Carolina to do his part in helping to eliminate unfair competition. Don't stand still and see prices cut to pieces and business done for fun.

I make the recommendation that this Association go on record as reaffirming our belief in the principles of price standardization and indorsing the Stevens bill as being the only practical form of legislation now visible which promises the establishment of resale price, preventing predatory price-cutting and offering a guaranty of free and honest competition in all lines of trade.

I believe that we, as an association of retail druggists, should not shirk our plain duty to bring before the public the proper conception of what laws are needed. We can never hope to get ideal laws until the druggist shall see the necessity of becoming a member of the North Carolina Pharmaceutical Association and help to fight those things which are detrimental to our profession.

During the legislative session of this and other states hundreds of bills are introduced designed to regulate the drug business. Some, no doubt, are worthy measures, but it is safe to say that the majority of them would place silly and unnecessary restrictions upon the drug business without any corresponding benefit to any one.

The only remedy for this state of affairs that I can see is for the drug trade to agree to resolutely oppose every effort at drug legislation that has not first been fully considered by and received the indorsement of the Association. If you agree with me in this matter I trust that you will adopt a resolution at this meeting declaring that we will oppose all proposed drug legislation, no matter by whom offered, that has not received the indorsement of our State Association.

As president, and on behalf of the Association, I want to especially thank our friends, the traveling men, for their helpfulness. I would say to the members of this Association: extend the glad hand to the traveling man, and stand by him. In a certain sense he is responsible for your commercial welfare, since he stands ready at all times to convey a new idea, which is of great benefit. For real live and up-to-date boosting I will take off my hat to the Traveling Men's Auxiliary. May it live long and prosper.

I also want to thank the officers of the North Carolina Pharmaceutical Association and the several committees for the assistance given me in conducting the affairs of the Association. To the jobbers and manufacturers who donated and contributed to the Association, I want to extend my thanks, and, as President, the thanks of the Association. I want to thank every one who has put forth an effort in behalf of the Association.

In conclusion I wish for an understanding that will make us one large coöperative body of pharmacists, laying aside our indifference,

and opening our eyes to the unnumbered opportunities seeking our service. I hope that in the future we will gain strength and enthusiasm that will help us to build a Bigger and Better Association.

(Applause.)

Vice-President Birdsong: You have heard the President's address. What is your pleasure?

Mr. C. B. Miller: I want to thank our President for that excellent paper, as it has brought many good suggestions to us, and I hope that some of the suggestions will be followed out, especially the suggestion with regard to membership in the Association. Every druggist in the State should be a member of the North Carolina Pharmaceutical Association, for you know that "in union there is strength," and if we are divided we will fall. We can accomplish so much if we are unified and fighting for one purpose, and I hope that recommendation of his, one of them, will be pressed to conclusion in regard to securing new members.

I also want to thank our President for the stand which he has taken in regard to Sunday observance. I think he is exactly right. I do not think any druggists ought to keep his store open on Sunday in order to gain "filthy lucre," but simply for the alleviation of the suffering of mankind.

Vice-President Birdsong: Did you make a motion, Mr. Miller?

Mr. Miller: I didn't make a motion, but I will—that the President appoint a committee on membership to thresh out his suggestions and accept one of them, whichever one they deem best.

(The motion was seconded and adopted.)

Dr. Hynson: May I say a word in regard to this suggestion? It sometimes happens, my dear friends, that a prophet is not without honor save in his own country. So your President is not of my own country, and he is therefore of profit to me. I want to express pleasure in hearing him. The

only criticism I have is that he didn't throw it out to you good and strong like I got it. And I would like to say (I hope you will excuse me, but sometimes I am accused of apologizing too much). My friend Mayo, ex-President of the American Pharmaceutical Association, says: "For goodness' sake, stop apologizing." He said: "I am a modest man, too; just as modest as you are. The only difference is, mine is self-evident, and you have to be talking about yours all the time." Now, if you didn't hear the address, you ought to read it. And then, having read it, you ought to study it. You can get good out of an address like that. You don't know how much time it took that man to think that up and prepare it; it wasn't any joke to him. He got you a message that his heart and soul is in. He got up something that he wanted you to hear and think of; he doesn't want you to just listen to it. I never met him before, but you can look at him and see what he is and what he means. And don't let this address go past; get out of it all you can by the most serious, earnest study that can be given to it.

He has already stolen a lot of things that I want to give you tonight, but it is of such a character that I will give it over to you again, and it ought to be given to you many, many times. And I hope, Mr. Chairman, that you will appoint such a committee to bring that up for discussion, and if I haven't said too much, when it is discussed I want to say a good deal more. (Applause.)

Vice-President BIRDSONG: I will appoint on the Committee on the President's Address: Mr. Raysor, Mr. Warren Horne, Mr. Grantham.

(President Tarkenton resumed the chair at this point.)

President TARKENTON: We will now have the report of the Secretary, Mr. J. G. Beard.

Secretary BEARD reads his report.

Your Secretary begs leave to submit the following report for the year 1915-'16:

The Proceedings of the Durham meeing in 1915 were published with as much dispatch as was consistent with the nature of the work. These proceedings were at once mailed out in the usual manner. Advertisements were solicited from manufactures and other friends of the Association with the result that three hundred forty-one ($341) dollars in revenue was obtained from this source. It is to be hoped that the members will bear in mind this courtesy to the Association and show their appreciation by specifying the advertised goods whenever practicable to do so.

Because of ill health during the greater part of the fall and winter, your Secretary was compelled to delay performing some of the duties imposed upon him, not only by this Association, but by the University of North Carolina as well.

His excellency, Governor Locke Craig, was informed of our recommendation for the Board of Pharmacy. In conformity with our expressed wishes he appointed Mr. C. P. Greyer, of Morganton, as a member of the examining board. The appointment was made effective April 28, 1916.

That there has been a reawakened interest in this Association by the older as well as younger druggists of the State is evidenced clearly by, first, numerous favorable comments made by them concerning the work done recently by this body, and, second, by the unprecedented number of new members taken in since the last meeting in Durham. Following the rule passed in 1915 by which new members could be taken in between sessions, there have been 45 new druggists added to the roster of this Association since the adjournment of the thirty-sixth meeting. It is not only just but desirable that mention in this connection be made of the loyal and effective work done by Treasurer Burwell during the past year. In addition to persuading ten inactive members to renew their affiliation with this body he has secured about 40 new members. The total number of members to date is 300, as compared with 227 in 1915, a percentage increase of 32. The former highest number of members was 273 in 1914. The following druggists have been elected to membership in this Association during the last year:

E. J. Barker.....Rowland
J. R. Betts, Jr.....Youngsville
Henry C. Brown.....Goldsboro
Paul C. Brantley.....Wendell
J. LeRoy Croom.....Wilmington
W. P. Faucette.....Raleigh
A. L. Fishel.....Winston-Salem

VanWyke B. Elkins	Tabor
C. S. Goodrum	Davidson
L. I. Grantham	Lumberton
Chas. F. Green	Wilmington
J. B. Haymore	Elkin
H. O. Holland	Apex
A. A. James	Winston-Salem
J. D. Joyner	Franklinton
R. B. Lewis	Kinston
F. F. Lyon	Oxford
J. E. Lytch	Rowland
C. B. McKeel	Columbia
H. A. McKethan	Fayetteville
W. M. McKinney	Ayden
J. D. McMillan	Lumberton
N. H. Merritt	Carrboro
A. T. Nicholson	Tarboro
D. C. Pemberton	Mount Olive
E. LeRoy Pike	Spring Hope
L. B. Powers	Wake Forest
L. E. Reeves	Raeford
M. M. Sauls	Ayden
R. B. Spencer	Rocky Mount
T. E. Stainback	Kinston
W. E. Tate	Asheville
J. O. Temple	Kinston
J. H. Tolar, Jr.	Goldsboro
J. H. Townsend	Red Springs
H. G. White	Elm City
Luther White (Beal prize)	New Bern

The *Carolina Journal of Pharmacy*, published at the University and edited by your Secretary, has championed the cause of this Association during the past fiscal year, and, it is believed, has done a good work.

Advance notices of this meeting were mailed from the office of the local secretary during the first week of June to all members and others interested.

The following drug journals have been regularly received at this office during 1915-'16:

Southern Drug Journal	Pacific Drug Review
Druggists Circular	The Spatula
American Druggist	Apothecary
Pharmaceutical Era	Myers Brothers Druggist
Practical Druggist	National Drug Clerk
Midland Druggist	Mercks Report

Grateful acknowledgment is hereby made to the publishers for their courtesy.

Members of the North Carolina Pharmaceutical Association by years:

Year	Number of Members
1880	117
1881	162
1882	173
1883	182
1884	199
1885	173
1886	179
1887	156
1888	145
1889	152
1890	146
1891	146
1892	150
1893	163
1894	165
1895	168
1896	168
1897	125
1898	131
1899	129
1900	135
1901	146
1902	142
1903	151
1904	184
1905	184
1906	210
1907	238
1908	250
1909	262
1910	267
1911	249
1912	248
1913	262
1914	273
1915	227
1916	300

Your Secretary wishes to take this opportunity to thank the President and Treasurer for their valuable assistance, and the members of this Association for the confidence reposed in him during the past year.

Respectfully submitted,

J. G. BEARD, *Secretary.*

Chapel Hill, N. C.

(Applause.)

Mr. F. W. HANCOCK: Mr. President, I would like to move that the report be adopted. I want to call the attention of the Secretary to an error. He states that His Excellency, the Governor, appointed Mr. Greyer under the act. He simply commissions him. This Association elects him.

(Motion was seconded and adopted.)

President TARKENTON: We will next have the report of the Treasurer, Mr. G. E. Burwell.

REPORT OF TREASURER

	June 1, 1916.
On hand June 1, 1915	$25.48
Balance from advertisements in 1914 Proceedings	22.00
From C. D. Sedberry, interest on Beal Fund	8.00
From Secretary Beard on advertisements in 1915 Proceedings	50.00
From old and new members	700.00
Total receipts	$805.48
Total expenses	$686.86
Cash in bank and on hand	$118.62
	$805.48
Error in Secretary's draft	5.00
	$800.48

DISBURSEMENTS

1915		
June 15	Exchange on drafts	$ .85
June 15	Balance on salary of Secretary	10.00
June 15	Balance on expenses of Secretary	13.67
June 17	Telegrams to other Associations	3.68
June 17	Johnson & Mechem, reporters	40.00
June 17	To Secretary, office expenses	25.00
July 1	Treasurer's bond	5.00

July	5	To Secretary, on salary	$ 20.00
July	5	To Secretary for stamped envelopes	10.62
July	5	Johnson & Mechem, reporters. balance	35.00
July	26	James P. Stowe, expenses to Washington, D. C.	24.48
July	27	Elizabeth Bain, stenographic work for Secretary	27.00
Aug.	7	Expenses. Legislative Committee	50.73
Aug.	7	To Secretary, office expenses	30.00
Aug.	18	Stationery, Treasurer's office	7.00
Sept.	2	Photographs for Proceedings	6.00
Sept.	2	George C. Goodman. expenses to Washington, D. C.	34.08
Oct.	11	Seeman Printery	100.00
Oct.	30	Secretary's draft	30.00
Oct.	30	Treasurer's salary	75.00
1916.			
April	13	Post cards	6.50
April	15	Stamps	1.00
May	2	Seeman Printery	75.00
May	8	Seeman Printery	50.00
		Miscellaneous expenses, Treasurer's office	6.25
			$686.86
		To error in Secretary's draft	5.00
			$681.86

Treasurer BURWELL: Now, with just a little verbal supplementary report. Our fiscal year closes the thirty-first day of May, but I would like you to know some of the things we have done since that time. Mr. Beard has paid over $249 balance on the advertising in the proceedings, and there has been about fifty dollars or such a matter collected from new members and old members, making us have a balance now, after paying what little outstanding bills we have of something like three hundred dollars.

President TARKENTON: Gentlemen, you have heard this most excellent report. Does any member wish to discuss any part of it? What shall we do with the Treasurer's report?

Mr. S. E. WELFARE: Mr. President, I move that the report be accepted and referred to an auditing committee.

(Motion was seconded and carried.)

President TARKENTON: I will appoint on the Auditing Committee, Mr. Matton, Mr. C. J. O'H. Horne, Mr. D. H. Creech. We will now have the report of the Secretary-Treasurer North Carolina Board of Pharmacy, Mr. Hancock.

Mr. F. W. HANCOCK: I would like to ask the indulgence of the Association until morning to make that report.

President TARKENTON: We will have the report of the Membership Committee, by Chairman C. P. Greyer, of Morganton.

Mr. GREYER: *Mr. President and gentlemen:* It gives me pleasure to report as a special membership committee consisting of Mr. Burwell, Mr. O'H. Horne, and myself, and Mr. Warren of Greenville, that we prepared a letter which we sent out to every druggist in the State who was not a member of the Association. There were seven hundred letters sent out. We are very much pleased with the results in the form of applications for membership as well as the enthusiasm that it has stirred up. It made it some easier for the members soliciting membership, and we think that the letter produced satisfactory results.

President TARKENTON: You have heard this report. What shall we do with it?

(It was moved that it be received and placed in the proceedings. Motion seconded and adopted.)

President TARKENTON: I see Mr. Zoeller is here, and as we have about run out of work I will call on him for a report as delegate to the American Pharmaceutical Association.

Mr. E. V. ZOELLER: That is for tomorrow?

President TARKENTON: Yes, sir.

Mr. ZOELLER: I will not be ready until tomorrow. (Laughter.)

President TARKENTON: We will hear from Mr. Burwell, delegate to the Virginia Association.

Mr. G. E. Burwell:

In the capacity of the delegate from the N. C. P. A., it was my privilege to attend the meeting of the Virginia Pharmaceutical Association held at Natural Bridge July, 1915. Their Association, like ours, was in session three days, Tuesday, Wednesday and Thursday. I arrived on Tuesday night, returning to Roanoke early Thursday morning. The Virginia druggists gave me a very cordial welcome, inviting me to attend all sessions, making me feel very much at home. I found them very much interested in the subject of Reciprocity with the North Carolina Board and looking forward with pleasure to the time when such a relation can be established.

A member of the Virginia Board ventured the opinion that a pharmacist registered in North Carolina by examination could compel the Virginia Board to grant him license if he applied in the proper way. They, like the North Carolina Association, are interested in raising the standards and at this meeting adopted a resolution favoring a law requiring graduation from a reputable school of pharmacy as a prerequisite to examination for first grade license. Their Association has a committee whose duty it is to secure and study the proceedings of other associations in order to keep informed on matters of interest to themselves.

They also had a committee on nominations which reports and recommends to the Association the names of those whom they think best qualified to fill the various offices and serve on some of the committees, though the Association is not bound by their report.

Through the efforts of the Virginia Association the tax of Wagon Medicine Peddlers was raised from $25 to $250 per year, almost putting them out of business.

While at this meeting I obtained a copy of a letter sent out by their membership committee which was of considerable help to our committee in framing the one we recently sent to all non-members in North Carolina.

In closing this brief report, I will say that the Virginia druggists are always delighted to give the glad hand to a brother from North Carolina and that a delegate from this Association is assured of a hearty welcome.

(Applause.)

President Tarkenton: What shall we do with this report?

Mr. Hicks: I move its adoption.

(Motion seconded and adopted.)

Secretary Beard: Mr. Elvington has asked me to au-

nounce that the local druggists will give a Solid and Liquid Grab Lunch at four o'clock this afternoon. (Laughter.)

President TARKENTON: Gentlemen, we have some time left, and the Chairman of the Papers and Queries Committee could occupy this time if agreeable to the Association. We have nothing else on the program. We have a report here from the N. A. R. D. Would you gentlemen like to hear it at this time?

Mr. W. H. WEARN: I move that it be read now.

Mr. WELFARE: I second the motion to have it read.

Mr. B. S. BARNES: It seems that the paper has not been read and it is rather lengthy. I move that it be referred to a committee, and that they recommend some action on it, whether it be read in the meeting or printed in the proceedings. It seems that Mr. Beard himself has not read it. So, I will make that a motion, that it be referred to a committee of three. Mr. Hicks would make a good chairman for that committee.

(Motion of Mr. Barnes was seconded.)

Dr. HYNSON: He possibly makes that as a substitute.

President TARKENTON: All in favor of accepting Mr. Barnes's substitute will signify by saying "Aye"; opposed, "No."

(Motion carried.)

I will appoint on that committee Mr. C. D. Sedberry, of Fayetteville; Mr. Lee, from Dunn; Prof. Howell, of Chapel Hill.

Secretary BEARD: In connection with this N. A. R. D. matter, here is a short letter of greetings from the N. A. R. D.

Mr. J. G. BEARD,
Secretary North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

DEAR MR. BEARD:—Kindly extend to the officers and members in attendance at your annual meeting at Wrightsville, June 20-22, the heartfelt greetings of the National Association of Retail Druggists.

I sincerely trust that you may be favored with the largest attendance in the history of your association, and that the conclusion of your deliberations will show to the retail druggists of the State of North Carolina that it should be their religious duty to belong to their State Association.

With kindest personal regards, believe me to be,

Fraternally yours,

T. H. Potts,

Secretary of the National Association of Retail Druggists.

President Tarkenton: Any further discussions? I have a list of topics here covering a number of subjects, and perhaps we can fill in the time by discussing them. The first subject is, "Should the Ownership of Drug Stores be Restricted to Registered Pharmacists?" I will ask Mr. Miller to start off the discussion on this subject.

Mr. Miller: Speaking on that subject at first hand without giving it much thought, I should say that the ownership of drug stores should be restricted to registered pharmacists. There are so many reasons, not only from a professional standpoint, but from a financial standpoint, as to why a drug store should be owned by a registered pharmacist. No doubt many of us have seen bankruptcy face druggists—so-called druggists, owners of drug stores—because they were not up-to-date professional pharmacists. A man who enters the drug business enters into it handicapped if not a registered pharmacist, and badly handicapped. In the first place, he has to employ a registered pharmacist, and if he is not a man of considerable brains, a large part of his profits go towards paying the salary of that registered pharmacist. A man who is not registered and has not had training does not know how to conduct a drug store. A great many people think that there is more money in the drug business than in most any other branch of business. Only a short time ago a man who is not in the drug business said to me that he didn't know of any industry which offered the opportunity of making money so

much as the drug store. Now, just such men as that often go into the drug business without any preparation, and fail. Why? Because they have not prepared themselves for this profession. The world today is calling for educated men; is calling for educated men more loudly than in any era of the world's history. This is a day of preparedness, not only in our national business, but in our business of specializing, and the man who does not keep pace with preparedness in his profession is going to be a failure. I see very little opportunity of success for any man in the drug business who hasn't enough interest in it and hasn't brains enough to become a registered pharmacist. I do not see anything but half-way success awaiting him.

President TARKENTON: We appreciate your remarks, Mr. Miller. Any other discussion on the subject? The next is, "The Best Method of Keeping Tab on Prices." I will ask Mr. Raysor to make a few remarks on that.

Mr. C. A. RAYSOR: I beg to be excused, Mr. President. I have no method of keeping tab on prices. Everything is high enough, too high. I haven't anything to say on that. I have had such a sorry success with my own business that it doesn't seem as if what I know is worth telling in the convention.

President TARKENTON: Mr. Hicks, could you give us something on that? A short talk on keeping tab on prices?

Mr. H. T. HICKS: I don't know, Mr. Chairman. A mechanic once came to my uncle's place to repair his engine. One night he walked in the engine house and came out in a few minutes and said, "Your engine is running too fast—about sixty-nine." "Well, how do you know; you haven't counted it?" He said, "Well, I just 'heard' it. I know how fast they run." That is my method of keeping tab. I just know. I depend largely on that for that part of it, as I understand the question, on the amount of profit you ought to add on. But com-

ing down seriously, it seems to me it is largely on what you can do. I have seen and read a good deal about those methods of adding on percentages, and how to calculate them. I never did anything of that kind. The best thing I can do is to find out the prevailing price and sell it accordingly. Make it cheaper if I can, but get the prevailing price or more for it.

President Tarkenton: Thank you, sir.

Last year at the Association convention we had some discussion with regard to alcohol for bathing purposes. I see that some of the associations have adopted a formula and they have notified the medical profession. They have adopted the following formula, and when the physicians write prescriptions they give this formula:

Tartar emetic	26 gr.
Formaldehyde	3 drachms.
Alcohol	3 quarts.
Water	1 quart.

I think it would be a good idea for the Association to adopt such a standard formula.

Mr. B. S. Barnes: Can a man dispense it under the United States Revenue Law? It is practically denaturing alcohol. I am glad to hear about this. It would be well for the druggists and the Association to adopt it. Do you want the Association to act on it? I move that we adopt the formula.

(Mr. Barnes's motion was seconded.)

Mr. Welfare: I understand there are a number of formulas that the Internal Revenue Bureau will give anybody that writes to them. The formula suggested at our last year's meeting was

Boric acd.
Camphor.
Alum.

We can use our discretion, as I understand it, about what is

to be used, but we have no right to sell straight alcohol on prescription or without it.

President TARKENTON: You are violating the law when you dispense alcohol with alum.

Mr. WELFARE: Not under the Internal Revenue Act.

President TARKENTON: My understanding is you have got to denature it.

Mr. WELFARE: They accept that.

President TARKENTON: They do accept it?

Mr. WELFARE: Yes, sir.

President TARKENTON: All in favor of Mr. Barnes's motion that we accept this formula as a standard formula to go by in filling prescriptions of physicians, signify it by saying "Aye"; opposed, "No."

(Motion carried.)

Mr. BARNES: I beg the pardon of the Association for being on my feet so much, but while on the subject of alcohol I should like to know if we couldn't take some steps to be rid of this alcohol tax—this fifty cents. I suppose it has to be paid in every county. Is there any druggist that doesn't have to pay fifty cents to get his alcohol?

A MEMBER: It is a State law.

Mr. BARNES: I didn't know whether in some counties where they used the old system they didn't have to pay that fee; but I know wherever there is a seal used on any paper the fee is necessary. It is just a tax, purely and simply a tax, and I should like our Legislative Committee to take some steps looking toward abolishing the tax. I suppose my experience is universal, but every time you turn around it is a tax. It may not be but one cent. It sometimes runs from fifty cents to a dollar, and if you will keep a tax account you will see it is getting worse and worse every year. Where does the fifty cents go? Does it go to the school fund, or in

the pocket of some clerk of the court? I know in some counties it goes into the pockets of the clerks of the court. But where the clerk of the court is on salary it goes to the general fund. If I were going to pay it, I would like it to go to the school fund, or some particular place. But I think we ought to be rid of it, and would like to know what the Association thinks of it.

Mr. Hancock: Mr. President, at the last session of the General Assembly, when this matter was up, when the amendment to the present prohibition law was passed, they had this tax seventy-five cents. We tried our best to eliminate it. We couldn't do it. In fact, they had put upon us, if you recall, a professional tax of five dollars upon every registered druggist of the State. We had a very hard time getting that tax off.

Mr. Barnes: I do not want it understood that I am criticizing our Legislative Committee. I know they do their best.

Secretary Beard: Mr. President, I move that we adjourn.

Mr. Hancock: I second that motion.

(Adjourned at 4:12 p.m.)

THIRD SESSION

TUESDAY EVENING.

Meeting called to order at 8:27 p.m., President E. L. Tarkenton in the chair.

President TARKENTON: *Fellow members, ladies and gentlemen:* We are pleased to have with us this evening Dr. Joseph Hyde Pratt, of Chapel Hill, Secretary of the Good Roads Convention, who will speak to you for a short while. Dr. Pratt. (Applause.)

DR. PRATT: *Ladies and gentlemen:* I will take a few minutes to follow up the letter that I wrote to a large number of members of this Association, inviting you, while attending the convention of your own Association, that you would be very welcome as delegates to the annual convention of the North Carolina Good Roads Association. And, as I say, I want to follow that letter up with this personal cordial invitation for you to register as a delegate to the North Carolina Good Roads Association Convention and take part, after your convention is over, in the social and business portions of the various sessions of the Good Roads Association.

The meetings of that convention will be held across the trestle in the auditorium that is being built, and which has been promised will be ready to be occupied tomorrow morning at 10 o'clock for the first session. I'd like to call attention just briefly to some of the things that I think you will enjoy if you can plan to stay over through the convention of the North Carolina Good Roads Congress.

Tomorrow afternoon, out here on the beach in front of the hotel, there is to be pulled off, as it is called up in Wilmington, a "stunt" that will probably be the best ever pulled off on Wrightsville Beach. And to assure you that it is going to be good, all I have to state is that it is going to be carried out by the Rotary Club of Wilmington, and that is sufficient assur-

ance that it will be a first-class stunt. Then, tomorrow night, there is to be a "get-together" meeting held in the hotel, which I hope you will all attend.

Now, if you will register at our registration booth out in the corridor of the hotel, you will see the program that will give you notice of all the things going on.

While we can't—the members of the Good Roads Association can't—perhaps be good druggists, they do know good druggists. But you can all be boosters for good roads, and in favor of good roads. I think probably all of you are, because a good druggist is bound to be a good roads enthusiast. I think the two go together pretty well.

And then on Thursday and Friday there are other entertainments and social features in connection with the Good Roads Association to which the badge admits you and is your official card to everything that is going on in connection with the Association.

Then, if you want to play golf, arrangements have been made so that you can have cards to the Cape Fear Golf Club, that you passed as you came down here from Wilmington. And we can arrange so that those cards can be issued to you if you wish to play golf or tennis out there at the club.

Then on Friday night, which is the closing session, we have what is known as the Grand Illuminated Parade, starting at the hotel and ending at the Lumina.

On Thursday morning there is to be an automobile trip around through the county, and we have provided about a hundred and fifty automobiles for that trip, and if you wish to take that trip any time tomorrow or next day, notify the Secretary and a card will be issued to you, giving you the number of the automobile and the number of the seat you will occupy, and your badge is your admittance to get one of those cards for the automobile trip. I sincerely hope that you will all register, even whether you stay through the whole convention or not, because your registration will assist your county,

city, or town in the attendance contest for which we are giving awards to the county having the largest attendance in proportion to the distance you come. The same with the city, the commercial clubs, etc. So that your registration may help your county or town to obtain one of those awards. And you will be very cordially welcomed at any function of the Good Roads Congress. (Applause.)

President TARKENTON: We have with us this evening a distinguished pharmacist and a gentleman of national reputation. I will ask Dr. Nutt to introduce the speaker.

Dr. NUTT: *Mr. Chairman, ladies and gentlemen:* It gives me a great deal of pleasure to be here tonight, and also to have the pleasure of introducing to you one of the "big dogs" of the profession.

Now, ladies and gentlemen, and brother "pill rollers," I want to assure you that this is a double pleasure to me, having been absent so long from the North Carolina Pharmaceutical Association, and this being the first opportunity I have had of being with you all again. I want to say that I am glad to be here, in more ways than one. I have been a "pill roller" for a pretty long time, and I feel that it isn't going to be many more years before I will quit rolling pills. I have made enough money. I am still collecting, though. (Laughter.) And of course they have selected me to introduce this gentleman to you tonight because I am an orator, you know, a born orator. (Laughter.) They are not made in a minute. You have all discovered that already; I can see that by your faces.

I read just a little piece here in the paper, "The Convention Today": "Dr. Henry P. Hynson, of Baltimore, Professor of Pharmacy in the University of Maryland, and a member of one of the largest *Straight* Prescription firms in the country." (Laughter.) Now, what in thunder do you suppose he meant by that? Are there any crooked people here? Why, we all do a "Straight Prescription" business,

nothing but a straight business. You know that. And he has got to explain that when he gets up here. I don't know whether he is the author of this piece or not, but it comes pretty straight.

I am not going to work this stenographer to death. I want simply to tell you that Brother Hynson has the floor, and I take pleasure in introducing him to you, and he will tell you the balance. (Applause.)

Dr. Henry P. Hynson:

Mr. President, Ladies and Gentlemen:

I had always heard that it was Kentucky that was the home of orators—not North Carolina. I thought North Carolina was more substantial and didn't depend upon gas and gaseous suffusions for its reputation. It is said of Kentucky that of every male child born the first word he says is either "My fellow citizens," or "Gentlemen of the jury."

Since I have come here and heard my good friend, I am sure it is North Carolina and not Kentucky. I want to say to him that while I was not responsible for that little script of the prescription store that we have—I'll stand by it and say I'm so darned straight that I bend a little backward. (Laughter.) You know this label that he has given me, I don't think would stand muster before the Pure Food and Drug Act of June 30, 1906, and therefore I will have to put my own label on myself. All that you have heard about me, and I know you have heard some pretty bad things, may be true or may not be true, but I want to say to you that these people who got me to come down here don't know anything about me. They think they do, and they don't know what I am going to do, but I am going to be fair to you people who have never seen me before and tell you that among my infirmities I am subject to fits. I want you to know it beforehand. Very occasionally I am subject to fits of embarrassment (laughter), that come on very seldom in these later years. And some times I am subject to fits of dignity, but that is a rare occurrence. The most troublesome fits I have are fits of profanity; they always embarrass me when there are ladies around. And if I indulge in a little this evening, you will know it is not my fault; it is my misfortune.

Now, I am awfully glad to be here; very, very glad. And I am proud of the distinction I believe you intend to do me; the distinction of asking me to come to you. But I am not happy. By no means; I am not happy. I am really unhappy. This is the truth. I am reminded of that fellow in London who took part in a pageant

on one of those cold, windy days that I understand they have in London streets, when the wind whistles through your whiskers and makes you feel uncomfortable. He was dressed in the ordinary uniform of a Roman soldier—a little short tunic and very scanty clothes. You know how he felt in that wind. And I feel just like he did. Now, the pageant stopped and he was standing there with his little short sword, shivering and shaking all he could, and a lady went up and said: "Are you Appius Claudius?" "No, ma'am; I am as unhappy as hell." (Laughter.)

Now, I want to say to you that I feel that way tonight. I am a little over my head, I feel, to speak before the North Carolina Pharmaceutical Association, and with the good turnout that you have here now. The Secretary told me that he was discouraged by the attendance. I want to tell you from my experience with State Associations that you ought to be very much encouraged to have an audience like this come out to hear a man like myself. And it is always, my friends, a mystery to me why I am asked to make a talk. I don't know. I only do it because I want to be polite and accept an invitation and do my best to do my duty on this earth. But it is mysterious to me, I must say. It is like the girl and her beau who went to a banquet and had a delightful time. She sat by his side, but on the other side was a very prominent Congressman. I think maybe it is Congressman Brown who is going to be elected. I don't know him, but he is in the run. She became interested in him and he became interested in her. She had a very beautiful neck and her lover admired it. But he saw a little ravel on the neck and thought that it ought not to disfigure such a beautiful neck, so he tried to flip it off. It wouldn't flip. Finally he caught hold of it and he pulled and kept pulling and pulling and pulling and pulling. He filled one hand, and then pulled and filled the other hand and he threw this under the table and was happy the remainder of the evening. Everything passed off; the young lady went home, retired, and her mother, as all good mothers do, went in to ask if she had a good time and kiss her good night. The young lady said to her mother, "I saw Congressman Brown. He was most entertaining all during the banquet, and John was just as nice as he could be; didn't interfere with the conversation. But I am mystified beyond degree to know what became of my union suit." (Laughter.)

I trust I will be pardoned for treating my subject a little more fundamentally than may have been contemplated by your good Secretary, who assigned it to me, and a little more broadly than is expected by you. In taking this liberty I hope to be more helpful to those who will give my words serious thought and to those who will give my suggestions careful study.

Advertising is the advantageous presentation of service or mate-

Henry P. Hynson, Phar. D., Baltimore
Druggist, Educator, Scientist
Elected to Honorary Membership in the North Carolina Pharmaceutical Association

rial to some one who is able to purchase service or material. It may also include the creation of a desire for that service or that material. It is silent, subtle salesmanship.

If I were spending the Coca-Cola money assigned to advertising, I would devote, at least, half of it to telling the people that they really have a thirst, or in creating a thirst. Instead of pretty girls languishing in peaceful elegance, I would present unhappy people with tongues hanging out, dust flying from their mouths, with hats off and perspiration-bedewed brows, energetically fanning themselves I would, by all the means in my power, create a thirst and then offer the means of satisfying it.

But a very small part of advertising is made up of pictures and printing, in spite of the fact that the unitiated think there is no other way of advertising. The shortest comprehensive definition of the word "advertise" is: "To divert or direct the attention." The calling and holding of favorable attention is good advertising; the calling and holding of unfavorable attention is bad advertising. Many of us are doing both unconsciously.

Let me assure you that the very best advertising, especially in the retail drug business, is done without a trace of color or a drop of printer's ink. I believe that great harm may be done and much money wasted by the injudicious use of illustration and printing. Practicing cleanliness, order, system, true aesthetics, consideration, truth and honesty is the kind of advertising in the drug business that brings best results at the smallest cost. I could better tell you what I mean, I believe, by quoting freely from a recent address on this subject by Mr. J. Thomas Lyons, Advertising Manager of the *Baltimore News*, one of the leading dailies of this country. I was greatly encouraged to find that Mr. Lyons set forth my exact views upon this subject, as can be shown by the agreement of his expressions with my own policies and practices during my business career, including now some thirty-four years. I read from Mr. Lyons' address as follows:

> Advertising does not necessarily mean bill boards, streets cars, newspapers, blank walls, circulars, programs, letters, or any one specific thing, but advertising means anything that attracts the attention of one person or of a million people to your business or to you personally as the proprietor of that business, and if the retail druggist could only realize that almost every waking hour he is advertising or *mis*advertising his business he would pay some attention to the importance of correct advertising.
>
> If an efficient man were to be called by a neighborhood druggist and told to do what he could to increase the profits of the business, the first step, no doubt, would be to see if three or four dollars in white paint would not be a good advertisement in

the druggist's window. If there was anything about the exterior of the building that might create the impression in the mind of the passer-by that carelessness and slip-shod methods prevailed within, that condition would have to be corrected.

The interior of your store often has an unconscious influence, either favorable or unfavorable, on the prospective customer, and you can not get correct store atmosphere unless the things therein are right.

Advertising begins with the personnel of any business enterprise, beginning with the proprietor and his assistants, then all down the line to the porter and errand boy. In a recent address on the teaching of commercial pharmacy, I tried to set forth what a commercialist should present in his person and I had in mind that such a person would at once and most effectively advertise the enterprise with which he might be connected. One so equipped could render attractive service and service is what is desired by the world today, as I have styled it in a late advertisement of my own: "Satisfying supply service—service you need. To secure antitoxins, vaccines, serums, bacterines, oxygen, normal salt solution, infusion apparatus, camphor oil ampules and other emergency requirements."

I will take the liberty of reading some extracts which will describe the personal qualification of the pharmacist that makes the very best advertising matter, taken from the address to which I have just referred:

> The personality of the pharmacist, or of one who proposes to become a pharmacist, is of much importance. While pharmacy is a vocation requiring no great physical strength or power, it does require a considerable amount of endurance and, because the hours of attendance upon duty are comparatively long and because most of the time devoted to business is, necessarily, spent indoors, it is not the proper engagement for those predisposed to tubercular trouble or those with anemic tendencies. It is a business suited neither to a deformed nor a crippled person; quick, well-ordered movements are required and extraordinary control and use of the hands and fingers are necessary.
>
> As successful salesmanship is an important qualification of the pharmacist and since the personality of the salesman has much to do with his success, appearance, or address, as it is more politely called, must be seriously thought about, much thought about. One can not, of course, change his features, neither can he materially alter his size, but there are some defects which may be remedied. The habit of stooping, for instance, may be and should be overcome, by thoughtful and determined effort; rounded shoulders may be corrected by similar effort, assisted by braces; an awkward, ungainly gait or slovenly carriage may be easily changed.

Much of the same character might be said regarding personal cleanliness, dressing, manner and style of speech, and the proper training of the mind for commercial purposes. If a proprietor appreciates the value of personal attractiveness and possesses this strong advertising power, he will, naturally, seek such attractions in his assistants. Much good money spent in advertising goes to waste because of the fact that customers brought to the store are not pleased and held as customers because of the character of clerk that waits upon them. It may be thought by some of you that this is foreign to the subject under consideration, but I believe that many pharmacists fail to win success largely because they are not careful enough regarding the appearance, intellectuality and dispositions of their employees. Again I repeat that attractive, pleasing personalities, rendering efficient, satisfying service, are the most profitable advertisements a drug store can use. Service is the keynote of good business today. Service is the real inspiration of Rotary, that remarkable and fast-growing business organization now numbering more than twenty-five thousand alert commercialists, who unite in believing that golden rule practice is the best advertising and that following the motto, "He profits most who serves best," will sell the goods.

It is an old story that I bring you regarding directly-unpaid-for service as an advertising feature, but I would fail in my duty toward my audience if I did not emphasize the help it has been to me in establishing and maintaining a fairly profitable business. This directly-unpaid-for service must be rendered with as much grace and good feeling as that which wins the highest remuneration, otherwise it will be the veriest boomerang. If you sell stamps, keep all that will be called for and of every variety on hand and sell them with eagerness. It will pay you, even if you have to borrow the money, to use one or two hundred dollars, or as much as is required, for the purpose of keeping change for the accommodation of all who seek the favor. No expense should be spared in supplying directories and all such other appliances as will be helpful to those who may become or are your customers. Beginning with an ordinary pair of scales on which people could weigh themselves, we have developed this feature until we now have a pair of scales which cost us $210 and we believe this is the best advertising investment we have ever made. Not only do people come in and appreciate the character of these scales, but physicians from many parts of the town send their patients to our store to be weighed. There are, in different neighborhoods, many other services that may be rendered. The suggestion of Mr. Lyons that a rolling chair be kept to be loaned, for short periods, to invalids in the neighborhood, and especially to be used

in the removal of patients, is an unusually good opportunity to make an impression both upon physicians and the laity.

No matter how attractive and efficient the personality of an establishment may be, it can not, however, render the service that will make particularly fine advertising, unless it has the proper place in which to give such service. It must also have ample equipment.

Often before a possible customer can ascertain what service you have to offer or see those who are supplying it, the possible customer is advertised away from both by the uninviting exterior or surroundings of the store. How is a stranger to know that you are the most capable and intelligent pharmacist in town or that you have the best and largest stock and employ the most attractive and agreeable assistants, if the building, the show windows and the signs, all positively tell him that such is not the case? How is he to know that you conduct your business in a serious and dignified manner when your windows and signs tell him that you are catering only to the frivolous, the gay and the ignorant? Does he read that yours is a high class pharmacy carrying dignified side lines and, incidentally, supplying "thirst quenchers"? Look at your signs, my good friends, and see what you are most prominently advertising, generally in impressive green or glaring red. Thousands and thousands of pharmacists in this country have sold their most valuable birthright in advertising for a very poor mess of pottage.

Infrequent circulars, small spaces in newspapers, counting these as good advertising, are as nothing compared with the very extensive space you are giving, on the exterior walls of your buliding, in your show windows, on the interior walls of your store, in your fixtures, by the disarranged aspect of your stock, by the unkempt, uncleanly condition of your store, to very, very bad advertising.

Ruskin has given the world the seven great lamps of architecture, and architecture is most serviceable, most beautiful and most enduring when these seven lamps are allowed to brightly burn. As leading to the proper construction, arrangement and appearance of a drug store, I would use four of Ruskin's lamps, the lamp of "Truth," the lamp of "Beauty," the lamp of "Power" (scope), and the lamp of "Life" (energy). To these I would add a lamp of Appropriateness, a lamp of Consistency, and a lamp of Modesty. With these seven lamps leading me, I would have a store, in truth, just what it pretends to be; it would be *truly* beautiful, it would be large enough in which to do business acceptably, it would be a lively, fresh-looking place and it would be well suited for such a business; it would be consistent in all parts; the prescription department and equipment would be quite as complete and as attractive as the soda fountain and its ceiling would not be more ornate than its floor covering. With all, it would be modest and not over-pretentious for the neigh-

borhood in which it was located or for the customers who would patronize it. It would not make me, my clerks and my little stock look like thirty cents. A store so conforming to the lamps mentioned would, of itself, be worth all it cost as an advertisement; I mean, it would do more and better advertising than could be possibly done by the expenditure, annually, of six per cent of its cost, a fair interest on the investment, if such an amount were spent, even judiciously, in printer's ink.

Too much attention can not be called to the advertising worth the pulling power of the appearance of things. This applies to building, to front, to windows, to fixtures, to appointments, to arrangement of stock, to business stationery, to labels and especially to containers, regarding their appropriateness and quality, and to packages and their wrappings. All these can be made most useful in establishing, enlarging and holding business.

Color and color harmony give so many of us great restlessness, if our state of mind is as much disturbed as is our adjustment of colors. The selection of colors, wherever colors may be used, is a momentous question and, when you are in the least doubt regarding appropriateness of colors, or the blending of these, no matter for what purpose they may be intended, you are solemnly advised to "play trumps;" that is, use none at all and resort to black and white.

Considering the good or bad advertising effects, one should never be too sure that his taste, as to the appearance of things, is just what it should be. I have seen labels used by druggists who thought they were particularly attractive, which did violence to every principle of appropriateness and good taste.

Considering all the advertising I have ever done for our retail business, and I have spent much time, thought and money in this direction, I believe the most profitable and helpful of all has been the attention given to the appearance of packages going out of our stores. No expense or effort has been spared to make them just as attractive and as pleasing as possible. It is a fact that many of the best and most profitable customers of drug stores, after years of patronage, have never seen either the proprietor or the store. These must be favorably influenced by the appearance of the packages and the service that is supplied.

All advertising, whether the kind I have been describing, or the more generally recognized kind, is of no possible avail, if you do not have in stock the right kind of goods in sufficient quantities, properly marked, and conveniently and attractively arranged. If you ask me what next to the appearance of our packages I think has been the most profitable advertising, I would answer, without hesitation, the use of standardized galenicals. I began using these as soon as they were put on the market, about 1885, and have been using them

ever since and we have never, to my knowledge, had a single complaint about the activity of our alkaloidal preparations, but much more to our gratification, we have had many, many favorable commendations upon the uniform action of these products. And so, with every other class of goods, it is the standard or standardized product that will give most satisfaction to your customer and to yourself. The extra price paid for these goods might very justly be charged to the advertising account. "The best" is what the physician and the people want from a drug store. Let them get cheap and unreliable stuff elsewhere. The druggist should not fail to take advantage of the opportunity to advertise himself and in the very best and most lasting manner, by supplying goods that can not be criticised, no matter what he may be compelled to pay for them.

Possessing the personality I have indicated, with a store, equipment and stock such as I have described, imbued with the desire to render fair, honest service, do you think you would have any trouble in telling those who might be led to deal with you the advantages of giving you their patronage? Advertising, as generally understood, in my opinion, consists of frank, open statements, consists in telling the truth regarding yourself, the service you have to render and the goods you have to sell. In every instance. I believe there should be the stamp of indivduality upon the advertisement; it should be characteristic of the man and of his particular business. It is worse than useless to use other people's methods or another's combination of words, because they do not fit your case. Some one who knows, really knows, what is to be advertised should frame the advertisement. It may be that the text, the wording, should be supervised, yet I believe that a man is not sufficiently well prepared to enter the drug business, in this age, if he is not able, himself, to write profitable advertisements. Should it happen that he does not consider himself personally able to attend to this part of the business, I feel safe in advising him to give to it enough time, study and money to become sufficiently accomplished, in this line, to meet his own requirements.

I would especially warn against the use of those familiar drug store cards, which invariably begin with "Pure Drugs and Chemicals," and, as invariably, contain the assurance that "Prescriptions are accurately compounded." As a slight variation, it may read: "Prescriptions compounded with accuracy and dispatch," when we all know they should be prepared with mortars and pestles, spatulas and elbow grease. Advertisements, to be helpful, must have some specific purpose and should, if possible, make an impression regarding a specific fact in connection with the business advertised. It is a good principle to begin with a general phrase or heading that will interest almost every one and then gradually draw the attention to

yourself and your business or to some one thing that you wish to present. The funnel illustrates what I mean; you begin with a large opening and gradually draw the attention of the possible customer down to the apex or neck of the funnel and then through it into your store with a definite object in view. For example: "Some day. Yes, some day, you may be ill and need a druggist. Decide now where you will go when you have a prescription to be filled."

As Mr. Lyons has aptly stated: "The average neighborhood druggist can not advertise in newspapers profitably because he pays for the total circulation of the paper, and can hardly cash in on more than five per cent of the circulation." He also says: "Many druggists have tried to build up a telephone business, but this has often proved disastrous, because the cost of delivery takes the profit from the sale." If a drug store is not centrally located, it is unprofitable for it to go after business outside of its own neighborhood, because of the extra cost of delivery. If newspaper advertisements are used, preferred space ought to be selected. It is much more profitable to use a small amount of expensive space than it is to buy a large section in a position that will attract no attention. Advertisements in daily papers should, in my opinion, be changed each day, and I think in weekly county papers they should be changed with each issue of the paper. Not much should be said, only pointed facts should be brought out.

The practice of sending out cheap circulars has a tendency to cheapen the store in the estimation of those seeing them lying around. It is much better to get up a small number of expensive circulars and see that they are directly delivered to the possible customer. I am clearly of the opinion that, no matter what the location of the drug store or the character of the customers may be, there must be a certain amount of dignity and tone about its advertisements. All that I have said about appropriateness and colors should be applied to the advertising matter issued by pharmacists. Especially should the construction be grammatically correct, and refinement in expression should be, consistently, a characteristic. Catchy phrases are desirable, of course, but these should not be used at the expense of good English or of reasonable dignity. It is a very serious question whether profuse advertising of the drug business to the laity pays or does not pay. I believe that the advertising of some one side line at a time, or the advertising of a special feature by proper circulars, could be made to pay.

I have no doubt but that the plan I have used of advertising continually and persistently to physicians is the very best method of building up a real drug business. It is a character of advertising that requires very great care, and the possibility of overdoing it or misdoing it should always be kept in mind. There are many things

that can be sent physicians which will remind them of the sender; these should, however, frankly appear as advertisements; they should not imply an obligation, but they should be of a character which will insure their use and preservation. Cheap prescription blanks or cases, unattractive blotters or useless publications are really harmful. One must know the needs of a physician and must try to supply these needs in a manner that will be acceptable to the receiver.

While I might better illustrate what appears to me to be proper advertising to physicians, by criticising some of the efforts I have seen, I believe it would be in poor taste for me to do this. I would rather have you criticise some of my work, which I trust will illustrate the principles involved.

The very first advertisement that I wrote, after establishing our present restricted business, has been successfully used several times by us during the last twenty-five years and has been copied, verbatim, by at least two distant stores. While it may not suit many drug stores, it will give you an idea of how a specific subject may be employed to bring your business pointedly to the attention of both laymen and physicians. After reading this, I will take the liberty of reading a few other advertisements we have used; these were not selected because they might be particularly good, but because they were found in manuscript.

Now, having taxed you, probably, to too great an extent, I must thank you for allowing me the privilege of appearing before you and for the attention you have kindly given me. In closing let me say, as summarizing my experience, in the work about which I have tried to talk to you, that I believe to advertise successfully, one must have something to tell, must have something *good* to tell and must *really believe* he has something to tell that will benefit those he desires to serve. If, then, he will tell his story earnestly, enthusiastically, and, above all things, *truthfuly*, he will be able to do advertising that will bring profit to himself and give satisfaction to those upon whom it has had effect.

(Applause.)

FOURTH SESSION

Wednesday Morning.

Meeting called to order at 10:13 a.m., President E. L. Tarkenton in the chair.

President Tarkenton: The Association will please come to order. We would like to have a report from the Traveling Men's Auxiliary. Is President O'Bannon here?

Mr. H. T. Kershaw: I would like to ask for a postponement. Neither the President nor Secretary is in the hall.

Secretary Beard: I would like to read a few telegrams that I have just received.

Thomasville, N. C.

North Carolina Pharmaceutical Association,
Wrightsville Beach, N. C.

I am sorry I can't be with you. Hope you have a very successful meeting. The only salvation for the druggist is the cash system.

C. R. Thomas.

J. G. Beard, *Secretary*, Bethel, N. C.
Wrightsville Beach, N. C.

Greetings. Best wishes for extra good meeting. Fraternally,

(Miss) Mabel Barnhill.

J. G. Beard, *Secretary*, Gadsden, Ala.
Wrightsville Beach, N. C.

Alabama Pharmaceutical Association in convention assembled extends best wishes for successful convention.

W. E. Bingham, *Secretary*.

J. G. Beard, *Secretary*, Long Branch, N. J.
Wrightsville Beach, N. C.

The New Jersey Pharmaceutical Association in session assembled extends fraternal greetings and best wishes for successful meeting.

Frank C. Stutzler, *Secretary*.

J. G. Beard, *Secretary*. Olympia Springs Hotel, Ky.
Wrightsville Beach, N. C.

Kentucky Pharmaceutical Association in convention sends cordial greetings and wishes successful meeting.

J. W. Gayle, *Secretary*.

J. G. BEARD, *Secretary.* NEW YORK, N. Y.
Wrightsville Beach, N. C.

Please express to the members of the North Carolina Pharmaceutical Association appreciation of American Fair Trade League for their helpful cooperation in furthering principle of standard prices represented in Stephens' bill and best wishes for success of their convention. Please say we share your confidence in victory for Stephens' bill at this session Congress. Untill the fight is finally won we shall hope for the aid of North Carolina.

EDMUND A. WHITTIER,
Secretary-Treasurer American Fair Trade League.

E. L. TARKENTON, GREENVILLE, N. C.
Wrightsville Beach, N. C.

Impossible to be with you. Best wishes for largest meeting yet.
B. S. WARREN.

RICHMOND, VA.

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION,
Wrightsville Beach, N. C.

Again we extend to you our very best wishes for a successful meeting. CLIFF WEIL CIGAR COMPANY.

A MEMBER: I would like to offer a motion that the Secretary be instructed to extend our greetings to the Pharmaceutical Associations who have telegraphed us their best wishes.

(Seconded and carried.)

Secretary BEARD: I would like to read the following letters.

MR. J. G. BEARD. CLEVELAND, O., June 14, 1916.
Chapel Hill, N. C.

DEAR SIR:—As president of the American Pharmaceutical Association, I would ask you to convey the best wishes and greetings of the National Association to the North Carolina State Pharmaceutical Association, on the occasion of its meeting at Wrightsville. The relation of your Association to the American Pharmaceutical Association has always been one of cordiality and friendship, and I trust that these cordial relations will remain the same for many years to come.

The American Pharmaceutical Association is happy to count among its members about twenty druggists from your State; but I hope the time will come when every druggist in your State, as well as in every

other State, will recognize the usefulness and necessity of becoming a member of his State Association as well as of the American Pharmaceutical Association.

Ours is a time of organization. The necessity of centralization, of condensed power, shows itself wherever we look. From the smallest union of unskilled labor, through all the different phases and grades of skilled labor, up to the most powerful combinations of capital and political power, we see organization. The time for the individual to plod along by himself is passed. No matter how faithful he is to his work, how honest in his dealings, how true to his principles, every little while he will meet obstacles that will hinder his advance. And when he analyses the situation he will always arrive at the one result: "Everything would be good if we only acted in unison—if others would do as I do." But here his arguments generally stop, and the idea of changing the last sentence into "If I would do as others do," never occurs to him. He believes that such a change in his thoughts would involve yielding in his principles, or a lack of self confidence, or loss of some other personal influence or power. It is here where organization helps. By adopting the principles of existing societies, we make their principles our own, and the two thoughts: "If others did as I do," and "If I did as others do," become one and the same. Nor is this all. By becoming an active member in an association he can teach others what he has found by experience and practice to be right. He can stand up in debates and arguments and not only help his own cause, but give assistance to others and benefit the whole profession. Joining the American Pharmaceutical Association does not mean the relinquishing of individuality, nor the end of individual effort and thought; it means the broadening of all that is good and noble and serviceable in him. It means the evincing of his own self to the benefit and interest of his fellow pharmacists. It means rising to a higher sphere of usefulness.

I trust that you will put this matter before your Association so that those who have not yet become members of the National Association will be induced to join at once.

With sincere wishes for a prosperous and successful meeting of the North Carolina Pharmaceutical Association and for the pleasant and enjoyable social intercourse of its members, I remain,

Yours fraternally,

William C. Alpers,

President American Pharmaceutical Association.

P. S.—I enclose herewith a few application blanks and statements relating to the American Pharmaceutical Association, and trust that you will succeed in having some of them signed. If you will return them to me, signed, and with check for first year's dues, I will be glad to endorse them.

MR. J. G. BEARD, INDIANAPOLIS, June 14, 1916.
Secretary North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

DEAR SIR:—Will you kindly make announcement at your next meeting, to be held at Wrightsville June 20th to 22d, that the Eighteenth Annual Convention of the National Association of Retail Druggists will be held in Indianapolis, September 18th to 22d, inclusive, at the Claypool Hotel.

We wish to extend to all druggists of your State an invitation to attend the meeting this year, which will be a very important one.

Ample arrangements are being made for their entertainment and we hope to see as many from your State as can be present.

Wishing your meeting to be a great success and hoping that we shall have the pleasure of meeting a large number of your members in Indianapolis in September, I am,

Yours very truly, E. W. STUCKY,
Chairman Convention Committee.

BALTIMORE, June 16, 1916.

To the President and Members of the North Carolina Pharmaceutical Association:

GENTLEMEN:—As chairman of the committee of the American Pharmaceutical Association on the William Proctor, Jr., Monument Fund I have the honor to present to the annual meeting of your State Pharmaceutical Association the following information, and we earnestly hope to have your interest and coöperation.

Bills have been introduced in both the House of Representatives and the Senate of the United States to permit the erection of a bronze statute to Wm. Proctor, Jr.—the Father of American Pharmacy—in the Smithsonian Institution grounds at Washington, D. C., and these bills carry an appropriation of $2,000, or as much thereof as is necessary for the erection of a base of this monument. The Government has previously done this for the monument to Dr. Samuel Gross and to Dr. Benjamin Rush, commemorating American surgery and American medicine in Washington, D. C., and in our efforts to erect the monument to Professor Proctor to commemorate American pharmacy we hope to have the same consideration as has been given to the physicians.

Our committee has appeared before the committee of the House of Representatives to argue its case, and we are sending you printed copy under separate cover of the hearing which we hope you will have read and discussed before your body. We solicit the active coöperation of your Association and of its individual members with Senators and members of the House of Representatives.

A resolution adopted by your Association, and directed to the mem-

bers of the committees of the House of Representatives and Senate, urging a favorable report of the House Bill—H. R. 11076, and Senate Bill (both alike) S. 5186, will greatly strengthen our petition.

Also letters of individual members of your Association to their Representatives in Congress, in both House and Senate, requesting their favorable influence with the committees on Library, to whom the bills have been referred, will be of much assistance.

Very truly yours, J. F. Hancock.

Secretary Beard: I would like to make a motion that we petition our Congressmen and Senators to do all in their power to have the bill relating to the Proctor monument passed.

(Seconded and carried.)

Mr. F. W. Hancock: I noticed among the applications for membership presented this morning one from Mr. Harry L. Riddle, of Morganton. As Chairman of the Board of Pharmacy, I desire to report that out of 151 candidates examined at the two meetings of the Board of Pharmacy, one in November and the other in June, that Mr. Riddle made the highest mark, averaging in all branches ninety-three per cent. Mr. Victor K. Overman, of Elizabeth City, came second with an average of ninety-one. Mr. Riddle having made the best average for the fall and summer examinations, is entitled to the Beal prize and the Hancock gold medal. (Applause.)

President Tarkenton: We will now have the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

(This report will be found in that section of the proceedings devoted to the Board of Pharmacy.)

Upon motion, the report was accepted and referred to an auditing committee composed of Messrs. E. R. Thomas, C. L. Eubanks and John B. Jones.

Dr. H. P. Hynson: In connection with the report of the Board of Pharmacy I wish to say that the coöperation between the government officials and the Board has brought

about great results, and I think, Mr. Hancock, if you will circulate that over the country it would be very beneficial. I asked Mr. Hancock if your Board was a member of the National Association of Boards of Pharmacy, and he tells me that you are an associate member. I do not exactly know the difference. For several years I have worked with energy, trying to bring about a closer relationship of the boards with each other, and of the faculties with the boards. I hope I am not out of order, but I want to impress on all the members, and especially on the Board, the great desirability of it. In California we had the first good meeting of the boards with the faculties, and it was said by everybody to have been beneficial. The meeting will occur this year at Philadelphia the week preceding the meeting of the American Pharmaceutical Association convention, and I hope your Board will be there. As I am Chairman of the Committee on the Joint Program, I'd like Mr. Hancock to join in and take part in the work.

Mr. W. H. WEARN: Mr. President, I have a resolution here which I will introduce. It is this:

"That this Association instruct the Legislative Committee to secure amendments to that section of the Prohibition Law relative to the purchase of alcohol, making it read, 'ethol alcohol or sherry wine,' and to provide for its resale within the State under its present provision with the addition of the abolition of the fee now charged by the clerks of the various courts."

As you will know if you read the law very carefully, it has been ruled by the Attorney-General of this State that the sale of alcohol is absolutely prohibited. There is no provision whatever for the sale of a gallon of alcohol on the certificate of a clerk of the court which the law provides for to any member of the North Carolina Pharmaceutical Association, or any druggist who wishes to buy alcohol for manufacturing or pharmaceutical purposes. He must receive, first, from the clerk of the Superior Court, a certificate to buy this alcohol, and then forward it to the manufacturers from whom

he may purchase, this certificate allowing him to purchase, which is attached to the package which comes back into the State to him. Without that certificate he cannot receive it.

Now, then, the sale of alcohol for manufacturing purposes within the State under the provisions of the law is absolutely prohibited. There is no provision whatever in the law for the purchase of more than one bottle of sherry wine for the manufacture of the various preparations of the United States Pharmacopœia. Therefore, it is impossible for a pharmacist to buy, within the borders of this State, alcohol or sherry wine, and it is absolutely prohibitive for him to have more than a quart of sherry wine in possession in his store. No more is allowed to him than an individual.

That forces the law-abiding druggist to buy his wine of ipecac and wine of antimony and other efficient wines outside of the State, and for this privilege of complying with the law he is required to go home and pay the clerk of the Superior Court a fee, as has been brought out here, of from fifty to seventy-five cents for each issue.

Now, this resolution that I now introduce does not change the status of the law one iota so far as this provision is concerned in the prohibitive effect. It simply enables the retail druggist to buy legitimately, from whom he may choose, on a certificate, within the borders of the State, instead of sending outside of the State to buy. He cannot have in his possession the necessary amount of sherry wine to provide preparations of medicinal products of the pharmacopœia.

At this point the alcohol discussion became general. Mr. B. W. Barnes offered a motion that Mr. Wearn's resolution be adopted; the motion was later seconded by Mr. Bradham, and was unanimously adopted. During the course of the discussion, Mr. Bradham said that the proceedings of the 1911 meeting had misquoted him in regard to the sale of alcohol; the statement having been made that he favored the sale of whiskey in drug stores. He emphatically denied hav-

ing ever favored the sale of alcoholics; said he was opposed to the manufacture, sale, and use in any form of alcoholic drinks, and wanted to make his position clear in the 1916 proceedings.

It was decided to entrust the Legislative Committee with the task of securing the passage of Mr. Wearn's resolution. This committee was asked to do all in its power to get the measure through the Legislature.

President TARKENTON: We will now have a report from Mr. E. V. Zoeller, delegate to the American Pharmaceutical Association.

Mr. E. V. ZOELLER: I am sorry that I was unable to attend and don't know of any one in the State who did attend. I thought at one time it might be well to furnish a sketch of the transactions of the meeting, but they are published so generally in the *Journal* that it would be a repetition, and I finally concluded not to do that. Mr. Bennett, who came this morning, Mr. Greyer and myself are delegates from the American Pharmaceutical Association to this Association and wish to extend greetings. At the same time we are members of the Membership Committee of the American Pharmaceutical Association, and we would be very glad to arrange for any of the members of this Association who wish to become members of the American Pharmaceutical Association to do so. Some of you may not know, but the American Pharmaceutical Association is rather particular in the pharmacists whom they invite to become members, but there will undoubtedly be no question about any members of this Association who wish to join, and either one of us would be very glad to receive your membership applications and endorse them.

President TARKENTON: Mr. Zoeller's report will follow the usual course.

Mr. Zoeller: Dr. Hynson, I am sure, was out there, and he can tell you a great deal about what was done at that meeting.

President Tarkenton: We would like to hear from Dr. Hynson.

Dr. H. P. Hynson: If I might have a few moments regarding the American Pharmaceutical Association and your interest in it. Before I start on the main subject I want to say that the American Pharmaceutical Association has recognized the ladies by creating a section, a woman's section, which is very popular and adds very much to the meeting. Of course you know my position in regard to the ladies; it is unquestioned, I hope, but I do believe it is a mistake that the American Pharmaceutical Association made to have that as a section of the Association, and have the women discuss pharmaceutical matters in that section. It ought to be for social purposes only, my dear friends. If a woman is a pharmacist, then she is equal to any other pharmacist and ought to have a position on the floor. That is the contention I made in the American Pharmaceutical Association. They are "pharmacisters," and they have the right that any pharmacist has on the floor, but the Women's Auxiliary ought to be gotten up for social features only. Get me straight on that. I am not opposed to women coming into pharmacy; they have done honor to it; but they ought to come in on the same level, and not be separated from the men on pharmaceutical matters.

This government is an organization, and this government is run by organizations. You can call it the Democratic Government, the Republican Government, or whatever you choose to call it, but it is run by the organizations, by the parties. And I am going into a little politics just far enough to say that you will improve this government by improving the parties. Now, if pharmacy is anything as a whole, it is going to be effective as an organization of pharmacy, and when I say pharmacy I mean pharmacy in its most comprehensive form:

wholesaler, retailer, manufacturer, traveling man, everybody who is attached to pharmacy; everybody who is related to pharmacy ought to be organized into one strong organization. You can have your separate organization. As an organization, the American Medical Association is the most complete, most powerful organization of any interest that I know of, and it ordinarily begins with the county associations. They make up the State associations, and the State associations make up the American Medical Association. Isn't that orderly and good? Every man, the individual doctor, the county has his representation in the American Medical Association. Now, such organization for us is my heart's desire, and I would be willing to die, after it is accomplished, if necessary. I am not affecting this. I love pharmacy, it has done all that anything can do for me; I would be willing to go out of existence if I could see pharmacy organized as well as the American Medical Association. (Applause.) Pharmacy is belittled. It is underestimated; it is not able to come to its own because it is not organized. *It is not organized.* You can't tell me it is. Its different phases are organized. The retailers organize, the wholesalers organize, the manufacturers of medicinal products organize. The boards are organized, the faculties are organized. Every distinct phase of pharmacy is that I know of. The drug clerks are organized. I sometimes present it as my hands. Here the retailers, the wholesalers, the manufacturers, the boards, the faculties, and I will stick on two or three more fingers and give you the organizations.

Now, we want some central organization where everybody can get together and say, "This is pharmacy." I want the American Pharmaceutical Association to be that organization. Why? It is old. It is respectable, it is comprehensive, every man in this room can become a member of it.

The American Medical Association is just representing all forms and phases of medicine. I am a member myself of the

American Medical Association, and any pharmacist recommended by his local county association or the local medical association can become a member of the American Medical Association. See how big it is? Besides that, the surgeons are organized, the gynecologists are organized, the hygiene man is organized. They're separate and distinct, but the whole thing is organized. I want you to see and think and study over the advantages it would be to this Association to be directly connected with the American Pharmaceutical Association and a part of it. The American Pharmaceutical Association now has a House of Delegates, a heterogeneous concern made up of delegates from every kind of pharmaceutical organization. They go in there on equality. You can't have a harmonious body if you are going to have delegates of a different quality in it; but what I want to see is that we have forty-odd well organized State associations in this House. We are ripe for it. We have got the State Associations made up of exactly the same character of membership as the American Pharmaceutical Association: retailer, wholesaler, teacher, board member, and detail-man. If this House of Delegates is made distinctly a house of delegates of State associations, we'd have the most beautiful body of representative pharmacists that I can imagine. Just think of it! Seventy-six or seven delegates; each man or each two men representing a State association, always provided for the same purpose as the American Pharmaceutical Association. I want to get your interest in this and ask you to send two or three delegates—the number which is indicated now on the blank that comes to you—to Atlantic City. Your Association sometimes wants to come in on national affairs, understand. You have not any outlet for your good work outside of your State. There is no reason why you shouldn't take part in the national affairs. The retail part is a distinct feature, but just as you are working here for your State, you want to work for the Nation. You want to have something put into the na-

tional laws, and you want to get in touch with the State association men of other States, and maybe you can take something to them and bring something back. I have taken a little time. I hope I put it clearly before you. Now, concisely, I would like when the President appoints delegates—and I don't know any man I'd rather see go as a delegate than himself—to appoint three who will attend. Let the three members go there with the desire to help put this thing through and make your Association a real part of the American Pharmaceutical Association, and the American Pharmaceutical Association a part of yourselves. I believe it would be the greatest thing that could happen for pharmacy, and it would help your Association more than anything I know of. Won't you consult with your delegates and tell them that you think this is a good thing, if you do think it is good, and that you think it ought to be effected and that it will help your Association? Get a little ginger into them, and let them go and help you. It would be my great pleasure to see North Carolina, the State that was first in announcing its independence. Thank you, gentlemen. (Applause.)

President Tarkenton: We appreciate Dr. Hynson's remarks very much. The next in order, I believe, is the report of the Chairman of the Papers and Queries Committee.

Chairman E. L. Tarkenton: As Chairman of the Papers and Queries Committee I have but very little to report. In February I mailed out one hundred postal cards, one hundred letters with postal card for reply. The support I received was not very encouraging. I received twelve replies; four were favorable. On one of those postal cards the reply read like this, "I am too busy chasing the almighty dollar to write a paper." Fellow members, the poorest man, in my estimation, in North Carolina is the man that wants nothing but money and has no love for the profession. You can't keep your thoughts locked up and expect the North Carolina Pharma-

ceutical Association to grow. You should have a desire to help your fellow pharmacists. We will now have for your discussion a paper by Mr. P. A. Lee, of Dunn. I am going to ask Mr. Raysor, of Asheville, to start off the discussion on this paper. We don't want any long discussion, but just want to get some interest.

Dr. H. P. Hynson: You were not thinking of me when you said that, were you? About that long discussion?

WHAT CONSTITUTES GOOD PRESCRIPTION SERVICE.

Service is a profession of respect. A great deal can be said or written about good prescription service. We, as pharmacists, must recognize our standard as a profession. We believe that in our profession, as well as in all others, that our great ambition is to rise to the highest point of excellency and make service, in pharmacy, or prescription service, paramount.

We, as druggists, have not yet given up the idea that the compounding of prescriptions is just as much a profession as the writing as them by a physician is a profession for him. We must adhere to the fact that we must be thorough and accurate in our life-work. In giving good prescription service we have to give service to the people, service to the physician, and service to the man we are working for, provided we are not working for ourselves.

The pharmacist should never undertake to be a druggist until he is well qualified for his profession. He should never be contented with a half-handed drug business. Druggists are awakening to the fact that the only way that success can be obtained is to buy the very best medicine that can be purchased with which to compound the physicians' prescriptions. Every druggist who has sickness in his own immediate family always makes a thorough search through the prescription department of his drug store and selects the very best and most reliable drugs to give his sick patients. He should be equally careful as to the purity of the medicines for other people.

If a customer comes in with four or five prescriptions he should be told how long he will have to wait, or how long it will be before you can deliver the prescriptions. Always allow yourself plenty of time, so that if the customer is waiting he will not become discontented. You would be surprised to know how many people come into a drug store who think that all there is to filling or compounding a prescription is go behind the prescription counter, pick up a bottle and label it, carry it to the front and wrap it up. They have no knowledge of the care and art there is in mixing our every-day prescrip-

tions. So we must inform them of the necessary time to insure good service to the people that we claim as our customers. It behooves us to furnish men or boys who can be apt on the job, men who can see what is needed immediately and not have to wait a half-hour or an hour to serve the customer. The same service applies to the prescription customer that applies to the cigar customer. Suppose you have a cigar counter on a busy corner of a little city. You will furnish your customer with the quality of cigar he wants to smoke, the shape, size and color he wants and other little accommodations that are necessary to keep him. Now if we are willing to give him that part of our business service we ought to be more anxious to give him our greatest asset, our supreme service in order to make more perfect our profession.

The stores of our small cities cannot afford indifferent prescription clerks. Too much depends on personality or confidence. It is up to managers or proprietors to demand this loyalty in keeping up this professional service.

Service is our greatest factor in the drug business. You cannot be too particular about the service given. Service is the making or wrecking of the prescription business. The service that the druggist renders without charge has provided the funny paragraphers with unending material. But don't let that worry you. That reputation for generous service is your biggest asset. Build on it, regardless of the few who impose or who seemingly lack appreciation.

You can judge the policy and character of the management by the atmosphere; the subtle impression given by the service. All your efforts to bring people to your drug store may be more than nullified by poor service. The service fairly implies confidence and good will. Neatness, alertness, patience, courtesy, tact in making suggestions—your standard in these matters will inevitably be reflected by your force. Therefore personal example as well as careful training is essential.

(Applause.)

Mr. C. A. RAYSOR: Mr. President, this is a very good paper and I am in hearty accord with it. I believe that prescriptions are underestimated by the average druggist. They are considered by a great many druggists as being the unprofitable part of the business. I do not so consider it. If you are to get a good prescription business, you have got to give the service. Of course, you must fill the prescription right and must have the confidence of the doctors first, but you have got to have service connected with it. You must

not look at the profits on prescriptions alone. My experience is that a prescription, every prescription, brought into your store will amount to four times the profit on that single prescription. If you get twenty prescriptions and the profit on each is five cents, you can multiply that by four and you will get the value of the single prescription to that store, because for every prescription there is four times the price of that prescription in the calls for necessary things furnished in the drug store, and if you can fill a prescription for a customer from the doctor, you can sell him those other things. He will be more than glad to buy syringes, and antiphlogistine, or anything else that might go with the prescription. This business is very much underestimated by the average druggists of today. They don't prosecute it as an important adjunct. They say, "I only made ten cents on that prescription. I will let my neighbor have it. I'd rather sell cigars and soda water." I hope this paper will bring out some discussion from the other druggists in the convention.

President Tarkenton: Any other discussion?

A member: I have been out of the retail druggist business for a great many years. Mr. Lee, I think, has struck the keynote of success in the drug business in emphasizing so strongly, service; and following Mr. Raysor's remarks, service brings about the confidence of the business. Now, I will venture to say that a great many druggists right here oftentimes promise customers to fill their prescriptions at once and then keep them waiting for an hour. The druggist makes a serious mistake when he says, "We will prepare it right away." Calculate the time it will take you to send it, and have it there on the minute. Service will bring about success that nothing else I can think of will accomplish.

Mr. J. P. Cole: I think that is just exactly right. If a man goes to the drug store to buy a prescription, he wants it at once, and he wants a neat package and to get it when he

expects it. Don't promise to send it when you don't expect to have it ready.

Mr. C. D. BRADHAM: I want to ask a question. I want to ask Mr. Lee what he considers service? It is a very indefinite term, yet it is a definite term. In my opinion, service, general service or specific service, in a drug store or in any other kind of business, is a mental attitude on the part of the proprietor or manager. The service in this distinguished gentleman's store in Baltimore and the service in the store that our esteemed fellow member from Atlanta worked in seventeen years ago may be entirely and totally a different service, but both based upon the mental attitude of the man who is behind the store. Service in delivery may mean one thing to a druggist in Raleigh, it may mean another thing to a druggist in Charlotte, North Carolina. In Baltimore it may mean an automobile delivery, and in Goldsboro, North Carolina, it may mean a coon on footback.

(The discussion on prescription service at this point became general. The discussion was participated in by Messrs. Niestlie, Grantham, Bradham, Vaughan, Hynson, and Reinheimer. Each emphasized his idea of what constitutes good service.)

President TARKENTON: I will call upon Mr. C. P. Greyer for his paper. The title is, "Why I am a Member of the North Carolina Pharmaceutical Association."

Mr. GREYER: Gentlemen, in regard to the paper I was to read let me say that the few remarks I prepared were published in the last issue of the *Carolina Journal of Pharmacy*. Those who may care to read the paper will find it in the *Journal*.

President TARKENTON: Then we have a paper by Mr. E. G. Birdsong. It is really a paper prepared by Mr. Henry T. Hicks, but I requested Mr. Birdsong to read it in Mr. Hicks's absence.

Dr. Hynson Waiting on the Beach for the Group Photograph to be Taken

Mr. F. W. Hancock Also Waiting to be Photographed

SOME IMPRESSIONS FIXED ON A PHARMACIST DURING THIRTY YEARS CONTACT WITH DRUGS.

If he had known when he began what he knows now this pharmacist would not have begun as he did—but that is another story as a great writer remarks—he would have begun differently and progressed more rapidly and profitably.

In those days the soda fount was not considered absolutely necessary, so he learned part of the drug and prescription business before he did the fountain business, and it took him several years and lost him many dollars before he learned that the fount and cigar business were not necessarily nuisances which some one had wished on the druggists.

He made the very serious blunder of thinking that all a clerk needed was to be thoroughly competent in prescription work and in making pharmaceutical preparations, and lost sight of, or had never learned, that the proprietor cannot pay salaries and expenses out of income from these departments, but must make running expenses out of the commercial side of the store. Therefore considerable time and opportunity passed before he realized that the owner must have assistants who can sell goods at a profit if the store expects to "live long and prosper."

Then came the ethics theory—that if the druggist were only a professional man, and did not countenance ready-to-use-remedies and side lines or allow them advertised in his windows, that the doctors would make him rich by the large volume of profitable prescription work turned to him.

Another fashionable theory was that a thorough knowledge of certain kind of analyses requiring the use of heat, nitric acid, copper solution, etc., would insure lasting appreciation from the doctors with consequent large business from them. His faith in the professional theory was very much shaken by his awakening to the fact that the druggist who advertised (or was advertised by) the popular remedies and appliances was selling more goods, making more money, and filling as many or more prescriptions than his competitor who was more ethical. His faith in the commercial value of aforesaid analyses was rocked about very considerably when a physician came to his store for new bottles and corks to bring in a great many specimens to be analyzed for insurance examination, and sent prescriptions to another drug store which did not have time (or knowledge) to do the analytical work promptly, and therefore had more time to attend to business.

Another matter that was always in season for a lecture was coun-

ter prescribing. In those days a druggist's customers expected him to know how to advise in any matter from resilvering a scratched mirror to treating a baby for cholera infantum, and to refuse to do so subjected him to the accusation of ignorance and crankiness.

We were told in the ethical journals that the doctors would make it worth while for the up-to-date druggist who would conduct his store on strictly professional lines. This pharmacist really half believed it till he had occasion to consider one of his competitors who had one of the best prescription businesses in town and, the ladies said, could and would prescribe for any ailment that came along. This pharmacist did as little counter prescribing as possible because he found that it was more profitable to sell a ready-made preparation for the ailment, or let customers call a physician and bring in the prescription, if he could hold his customer's good will without prescribing himself.

From these experiences this pharmacist has evolved the firm belief that a young man should thoroughly prepare himself both theoretically and practically. He should learn all he possibly can of the professional side, have a working knowledge of chemistry and manufacturing pharmacy, a talking knowledge of botany, biology, and ethical pharmacy; then he will be fairly equipped for business success by close attention to modern drug business, which is understood to mean, doing all the business possible in every department or division of the store, and making each line contribute to the success of the whole business.

Mr. Raysor made a motion, which was seconded and adopted, that the regular program for the afternoon session be deviated from to allow the convention to vote on the place of next meeting, rather than have a committee select the place. Mr. Raysor's motion allowed of a committee on the time of next meeting, but he wanted the Association to ballot on the place rather than have a committee suggest it, as has been customary.

The President announced an automobile ride through and around Wilmington for the afternoon at three o'clock, the ride to be given by the local druggists.

Mr. Wadsley, representing the Pepsi-Cola Company, asked the President to announce also that as the delegates filed out of the meeting room that each stop by his booth and receive a

souvenir from his company. This souvenir was discovered to be an attractive leather-bound memorandum book with pencil attached.

The Association adjourned at 12:17 p.m., to assemble again at 2:00 p. m.

FIFTH SESSION

WEDNESDAY AFTERNOON.

Meeting called to order at 2:30 p.m., Wednesday, June 21, 1916. President E. L. Tarkenton in the chair.

President TARKENTON: Gentlemen, we want to take up unfinished business which should have been done this morning. Dr. Hynson suggested that we have a committee appointed to attend the American Pharmaceutical Association convention at Atlantic City.

A MEMBER: Mr. President, following the suggestion of Dr. Hyson, it gives me great pleasure to make a motion that there be a committee of three, the President to be the chairman of the committee and to appoint two others, to attend the convention.

(The motion was seconded and carried.)

President TARKENTON: There was brought up this morning a question in regard to a woman's auxiliary. We would like to hear from Mr. Beard in regard to that movement.

Mr. BEARD: I am sorry I was out of order this morning, but that suggestion of mine was a very good one, indeed. I notice in glancing over the proceedings of other associations that we are one of the few States in the Union not to have a women's auxiliary. As Dr. Hynson said this morning, it is not necessary that these women do any actual work for the Association, but merely to furnish them a medium through which they can enjoy themselves while they are at the meetings. We ought to have at least twenty-five ladies to attend the meetings every year. It would make it much more enjoyable for us. If the wives of members found out we had such an auxiliary as this they would be more likely to come. I don't know just what steps would be necessary to perfect such an auxiliary as this. All I wanted to do was simply to have some talk on the subject. We certainly do owe it to these

ladies to give them some sort of entertainment when they come. I have had ladies tell me when they come to a meeting in towns—I won't mention the towns—that they would get there and not meet a single local druggist's wife. Nobody paid them any attention. They would come to the meetings and couldn't understand anything being done. They had nothing to do but sit around and be bored. The next year they wouldn't come.

Now, if we can get these ladies interested and make them come to the meetings, and if they know they are going to enjoy themselves, a lot of them will bring husbands along who wouldn't otherwise come. We are supposed to be wide awake. I want to see us have some such organization as this. I want to hear somebody advance some additional reasons or some plan by which, as I said a minute ago, we could perfect such an organization as that.

Mr. Wearn: Mr. President, I think that the conception is all right. To my mind the method with which to launch it would be to create this allied branch of the North Carolina Pharmaceutical Association and get a large number of ladies at the next meeting and let them perfect their organization just as they would any organization; just as the Traveling Men's Auxiliary does and has done; and let them work within their own bounds, choose their own president and officials. It seems to me that that would be the process that would have to be pursued. The nucleus could be started with the few ladies that are here now.

President Tarkenton: Any other remarks?

Mr. Matton: One way to start it would be to make it semi-official. Let the Secretary get up a little circular and address it to all the wives of druggists, inviting them to attend the next meeting and form such an organization. This would have more weight than for each one to tell their wives to come to the 1917 meeting.

Mr. HICKS: Mr. President, I believe the condition we are up against right now is largely a matter of pure neglect. It is not entirely necessary to have a women's organization, and the ladies may not want one. They may not want to be bothered with it; but it is desirable, it is necessary, to have some definite plan in our Association proceedings or entertainment to take care of the ladies. I don't know that the ladies would particularly want to have a president and secretary and an organization. It seems like they're overdone with that; but the general secretary and the local secretary could very properly bear the ladies in mind in arranging the meetings and provide a committee of ladies, in the cities where we meet, to look after the visiting ladies and provide some entertainment for them.

Mr. BURWELL: Mr. Wearn's idea is a very good one, and the ladies present might get together and set the ball rolling. That would be the quickest way to get it started. There are a number of ladies present, and, as Mr. Wearn said, they ought to know what they want.

Mr. BRADHAM: I want to offer an amendment to the motion, if there is such a thing before the house, to postpone this thing until tomorrow at ten o'clock, so that the ladies can be invited to meet with us and form the association tomorrow morning, and that a couple of pages be set apart in the proceedings for that purpose.

A MEMBER: I want to amend that, that the Secretary confer with the ladies this afternoon so as to have something definite.

(Seconded. Amended that the Secretary should confer with the ladies.)

President TARKENTON: The next thing in order is the selection of the place of next meeting.

It was decided to leave the time of the next meeting with the Executive Committee and the local secretary.

Mr. S. E. Welfare made a motion that the 1917 convention be held in Asheville. This motion was seconded by Mr. Raysor.

Mr. Hicks moved that the meeting be held in Raleigh, and his motion was seconded by Mr. Birdsong.

Mr. Birdsong read a number of letters from officials in Raleigh, inviting the Association to go there. Mr. Raysor also read telegrams and letters from Asheville officials, extending an invitation from that city to the Association. In addition Mr. Raysor announced that the management of the Grove Park Hotel had invited the delegates to the next meeting, if they went to Asheville, to a banquet to be held at the hotel in honor of the visiting druggists.

It was decided that the choice of place be decided by balloting. The result of the balloting showed that Asheville had received a majority of the votes. The Association, therefore, will meet in Asheville some time in June, 1917. The actual time to be left to the Executive Committee.

Mr. C. A. Raysor was elected Local Secretary for this meeting.

The Association adjourned at 3:03 p.m. in order to take the automobile ride given by the local druggists. The delegates took trolley cars waiting in front of the hotel for Wrightsville Station, where a large number of automobiles were waiting. The druggists were shown over the city of Wilmington and neighboring points of interest.

SIXTH SESSION

THURSDAY MORNING.

Meeting called to order at 10:26 a.m., President Tarkenton in the chair.

President TARKENTON: The Association will please come to order. The Secretary has a few communications he would like to read.

Secretary BEARD: Last year Messrs. Merck & Co., of New York, offered a prize to that member who would bring into this Association the most new members this year. Perhaps it is unnecessary to add that Mr. Burwell won out, and he will receive from Merk & Co. ten dollars worth of chemicals. This is their letter:

NEW YORK, July 8, 1915.

The North Carolina Pharmaceutical Association,
Mr. J. G. BEARD, *Secretary,*
Chapel Hill, N. C.

DEAR SIR:—We regret being unable to take advantage of your courteous offer of space for our advertisement in your forthcoming Proceedings, as our advertising program for the year has been mapped out, and the appropriation therefor duly made. We should, however, be pleased to show our interest in your esteemed Association by offering a prize of Merck's Chemicals to the value of ten ($10.00) dollars, to be awarded at your next annual meeting. If this proposition meets with your favor, kindly make mention of the offer in the Proceedings, and write us to this effect so that we may make provision for the prize.

We do not send the chemicals directly to the Association or to the winner, but on being given the name and address of the winner, we send him an order for the chemicals which he can have filled by his own jobber, making such selection as he wishes.

With best wishes for the continued prosperity of the Association, we are, Yours truly,

MERCK & Co.

Secretary BEARD: I have got a rather lengthy communication from the American Fair Trade League. You know these people are behind the Stephens Bill, and the purpose of this letter is to get us to again endorse the Stephens Bill

and advocate its passage in Congress. I make a motion that we reaffirm our resolution of last year, just in the condition they were then, and that the Secretary be instructed to do all in his power to secure the passage of this measure; also that the members of this Association write their Congressmen and Senators asking their advocacy of the measure. I make that as a motion.

Mr. RAYSOR: I second it.

(Motion was carried.)

Secretary BEARD: I overlooked a letter from the American Pharmaceutical Association, which I want to read:

CHICAGO, ILL., June 13, 1916.

MR. J. G. BEARD, *Secretary,*
North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

DEAR MR. BEARD:—President Alpers has appointed as delegates to the coming meeting of your State Association:

K. E. Bennett, Chairman, Bryson City.
Charles P. Greyer, Morganton.
Edward V. Zoeller, Tarboro.

May I ask that you see that these delegates are called upon and given opportunity to extend the greetings of the American Pharmaceutical Association to the assembled members of the North Carolina Association.

I take this opportunity of adding my most cordial greetings and best wishes and of expressing the hope that you may have the most successful convention you have yet held and that your Association may grow in membership and power.

Fraternally yours,
W. B. DAY,
General Secretary.

Secretary BEARD: I have got on my list of men desiring positions, about half a dozen names. If anybody wants a drug clerk or registered pharmacist, I will be glad to have them speak to me some time during the day, and I will put them in communication with these people.

President TARKENTON: The next on the program is the election of officers.

NOMINATIONS AND ELECTIONS

Nominated for President: Mr. E. G. Birdsong, of Raleigh. Elected.

Nominated for First Vice-President: Mr. G. A. Matton, of High Point. Elected.

Nominated for Second Vice-President: Mr. S. E. Welfare, of Winston-Salem. Elected.

Nominated for Third Vice-President: Mr. George R. Pilkington, of Pittsboro. Elected.

Nominated for Secretary: Mr. J. G. Beard, of Chapel Hill. Elected.

Nominated for Treasurer: Mr. G. E. Burwell, of Charlotte. Elected.

Nominations for the Executive Committee—five.

Motion was made that the outgoing President be made chairman of the Executive Committee and that the by-laws be so amended that the outgoing President can each year be made chairman of that committee, inasmuch as he is familiar with the work of the Association. After some discussion the motion was carried.

Mr. C. J. O'H. Horne, of Greenville, was nominated as Chairman of the Executive Committee, and was elected.

The four additional members of the Executive Committee nominated were: Mr. P. A. Lee, of Dunn; Mr. Jesse Carter, of Aberdeen; Mr. S. O. Blair, of Monroe. All were elected to membership on the Executive Committee.

Nomination for member of the Board of Pharmacy:

Mr. C. D. BRADHAM: I don't think it is necessary to have a speech to nominate the next member of the Board of Pharmacy, but I want to say just a word or two in nominating the gentleman who will be elected this morning. I am satisfied that there will be only one nomination. My reason for making a few remarks was brought about by the fact that this member has said that he thought he should be relieved of the

duty of a membership on the Board of Pharmacy, and it is for the purpose of convincing him that he should not be relieved that I submit just one or two remarks.

We have all realized, gentlemen, especially the people who are in the drug business, that efficiency is no longer measured by length of service, but by results, and when we can couple length of service and results we have an ideal condition surrounding an employee or a public servant. This obtains in relation to the member of the Board of Pharmacy whom we wish to reëlect this morning to succeed himself. The names of Simpson, Hinsdale, Zoeller, and Hancock will always be revered by the pharmacists of North Carolina. We owe a great deal to these men who stood in the forefront and fought for us when we didn't know what we wished, nor did we know what we should have.

Pharmacy today in North Carolina is no dishonorable profession, nor is the avocation of pharmacy in North Carolina a very poor profession financially. I have heard it said by some unthinking people that a druggist was a mighty poor man; that he made very little money, and worked all day and all night. I subscribe to the last part of that remark, but I do not subscribe to the first part of it. The business of the druggist today in North Carolina is very lucrative under certain conditions. I wish to call your attention to the fact that in the larger cities there are many druggists who are making a very handsome living and some besides. In small places some of them are buying stocks, bonds, and property. I am certain it wasn't I that brought about this condition, and I am afraid it wasn't my distinguished friend from Dunn, who owns a half dozen drug stores and possibly soon will own a chain through the Southern States. I am certain it wasn't through the efforts of our distinguished President, nor through the efforts of my friend, the incoming President, because we are all too young to have accomplished those things for the druggists of North Carolina, or to have brought about

a condition which would put us, the druggists, in a position to make money and have an ideal condition, pharmaceutical condition, I might say, in North Carolina. But there are some men who are responsible for this condition. I had the misfortune to serve you seven or eight or ten years on your Board of Pharmacy, and I realize that there is living today one man who is more responsible than any living man for the condition of the drug business, the ideal condition of the drug business, in North Carolina than any other one. Every druggist in North Carolina wishes to see this gentleman re-elected to succeed himself as a member of the North Carolina Board of Pharmacy.

He has served you and me faithfully, earnestly, conscientiously, without fear or favor. I think you will all subscribe to that statement. Furthermore, as a faithful public servant, I think he wishes to be relieved of the burden of a continuous service, but I think, of all ungrateful things in this world, it is to reward a public servant for twenty-five years and then have him to say: "I'll not serve you any longer. I am not going to do it." And I don't believe that gentleman whom I wish to put in nomination would take that stand, because he is interested in the success of the drug business in North Carolina. He is interested in the success of the State, and I do not believe that he would dare to stand before the druggists of North Carolina and decline a renomination. I have too much confidence in him. I have too much confidence in him as a man, as a druggist, as a friend of humanity. I wish to put in nomination, gentlemen of the North Carolina Pharmaceutical Association, your friend, your servant, my friend, the friend of every man who ever rolled a pill, or the friend of any man who ever took a pill, Mr. E. V. Zoeller, the present member of the Board. (Applause.)

(Nomination was seconded.)

President TARKENTON: Are there any further nominations?

Mr. C. A. Raysor: I move that Mr. Zoeller's election be made by acclamation. (Seconded.)

A rising vote was taken, and Mr. Zoeller's election was unanimous.

(Applause.)

Dr. Hynson: As there is no one in the chair, I suppose I can get up and say to my friend Zoeller that he ought to be the proudest man in the country at this time, to have the people that he has been known to say what they have today. I know he can't say anything, and I want to say for him that I have known him almost as long as you have, and I say that from the bottom of his heart and all through him and all over him he feels gratified to you for what you have done, and I enjoyed it as much as he did, and I am going to stand by him and see that he does his duty in the future if he hasn't done it in the past. (Applause.)

Mr. Wearn: I have been a member of the North Carolina Pharmaceutical Association since 1884, and I have not yet seen any member of the Board of Pharmacy that has gone in with the compliment that Mr. E. V. Zoeller enjoys today. (Applause.)

(At this point Mr. Birdsong took the chair.)

Secretary Beard: Mr. President, Mr. Bunting has a resolution here about the pharmacists in the naval service that I would like to read if I may.

Whereas, the revised regulations of the U. S. Public Health Service, approved by the President March 4, 1913, prescribed a new scale of pay for the pharmacists; said pay being a small increase in their compensation and to become effective January 1, 1914; and

Whereas, on the same date the revised regulations were approved by the President (March 4, 1913), Congress passed an Act making appropriations for the Legislative, Executive and Judicial expenses for the Government for the fiscal year ending June 30, 1914, Section 7 of which reads, in part, as follows:

> Sec. 7. "That no part of any money contained herein or hereafter appropriated in lump sum shall be available for the pay-

ment of personal services at a rate of compensation in excess of that paid for the same or similar services during the preceding fiscal year. . . . and the Heads of Departments shall cause this provision to be enforced"; and

WHEREAS, Sec. 7 as quoted above prevented the new scale of pay for the pharmacists from becoming effective, for the reason that it was a slight increase over what they received the preceding fiscal year; and

WHEREAS, on August 14, 1912, Congress passed an Act authorizing the U. S. Public Health Service to study and investigate the diseases of man and conditions influencing the propagation and spread thereof, including sanitation and sewage and the pollution either directly or indirectly of navigable streams and lakes of the United States; and

WHEREAS, when subsequent appropriations were made and became available for the new duties imposed upon the Public Health Service by the Act of August 14, 1912, it was found that the volume and character of the work of the pharmacists were greatly increased by reason thereof; and

WHEREAS, this same Act of August 14, 1912, increased the volume and changed the character of the work of the professors on the Hygienic Laboratory, and their case submitted to the Comptroller of the Treasury, and the Comptroller having rendered an opinion dated April 18, 1914, in which he held that the increased volume of work and change of character of work, due to the Act of August 14, 1912, were sufficient to take their case out of the statute (Sec. 7 quoted above); and

WHEREAS, this same Act of August 14, 1912, increased the volume and changed the character of the work of the pharmacists in the same manner as the professors, and probably to a much greater degree, and

WHEREAS, the pharmacists of the Public Health Service have had no increase in pay for about 14 years; therefore be it

Resolved, that the North Carolina Pharmaceutical Association, now in session at Wrightsville, earnestly requests Surgeon-General Rupert Blue, U. S. Public Health Service, and the Hon. Wm. G. McAdoo, Secretary of the Treasury, to use their best efforts in submitting the case of the pharmacists to the Comptroller of the Treasury as was done in the case of the professors in the Hygienic Laboratory, in an effort to get their case removed from the statute (Sec. 7 quoted above); in order that the new scale of pay for the pharmacists as prescribed in the revised regulations approved by the President March 4, 1913, may be made effective at the earliest possible opportune time; and be it further

Resolved, that copies of this resolution be forwarded by the Secretary of this Association to the Hon. Wm. G. McAdoo, Secretary of the Treasury, and Surgeon-General Rupert Blue, U. S. Public Health Service, Washington, D. C.

Mr. Bunting has mentioned here the pay of these men. The pharmacists of the first class in the United States Public Health Service get one thousand, second class eight hundred, and third class seven hundred dollars a year; a commutation for rations a month, thirty-five, a commutation for quarters per month, twenty-five dollars. This was simply handed on my desk—came with no remarks about it. I presume they desire this Association to pass resolutions favoring this increase in pay.

(It was moved, seconded, and carried that the resolution be adopted.)

Secretary Beard: Mr. Hancock sent me a paper he wants me to read:

I wish to remind the druggists throughout the State of the importance of bearing in mind the fact that in renewing their registration with the Collector of Internal Revenue every application for registration will have to be accompanied by an inventory of all narcotic drugs and preparations other than those specifically exempt under the provisions of Section 6 as defined in Treasury Decision 2309, on hand on the date of application. These inventories have to be made out in duplicate and must clearly set forth the name and quantity of each kind of narcotic drug, preparation or remedy, and must be verified by oath. One copy must be filed with the original inventory and the other must accompany the application for registration.

Mr. Wearn: Mr. President, if I am in order, I would like to introduce a resolution relative to the abolition of the soda fountain tax in the State of North Carolina, and that we as an Association instruct our Legislative Committee to use its best endeavor towards the abolition of this tax on soda fountains and cigarettes. There is a State tax on cigarettes, too—the soda fountain and cigarette tax.

(Motion was seconded.)

A MEMBER: I second that so far as the soda fountain tax is concerned, but I think the one on cigarettes ought to stand.

Mr. WEARN: It might not stand, but that would not prevent the Legislative Committee from using its best judgment and seeing if they can get it abolished. I don't think anybody would object to its being abolished.

(The original motion was seconded and was carried.)

Mr. BRADHAM: I don't think we all understand the importance of this motion, and I don't believe we understand what the motion really means. It doesn't mean that the ad valorem tax on a soda fountain should be abolished, but the special franchise tax, or Schedule "B" tax, should be abolished. I think that was the idea. We are taxed now more than we can possibly afford. I might be specific and say that we are taxed more than any other line of business in the State. I am sure that the Legislature has never taken into consideration that we have financed the enforcement of our own laws regulating pharmacy; and that we have not called upon the State for any money for the payment of our officers and for the enforcement of our laws. The druggists usually do things by themselves without the assistance of anybody except the good-will of the people.

Now, the doctors, I know, pay a ten-dollar tax; the lawyers pay a ten-dollar tax for the privilege of doing business, but we pay a tax on the value of our fountains in the State, county and city where we do business. In addition, we pay from twenty-five to fifty dollars special privilege tax to the cities where we do business, the towns, and in addition we pay the State twenty-five to fifty dollars for the privilege of doing business for the benefit of the people.

Now I hope the members of this Association will not think I am trying to speak for this motion merely because I am interested in the fountain business, or because I happen to sell

a fountain specialty. That is not my reason. I have been a tax gatherer for my county, for eight years as chairman of the board of county commissioners, and I have seen the unfairness of this tax. We pay an ad valorem tax upon everything we order, and in addition they require us to pay on the soda fountain.

The jeweler down the street sells a hundred and twenty-five dollar or a seven hundred dollar diamond and pays no tax, nor does the man who sells a watch and makes twelve fifty. He pays a privilege for doing business, but doesn't pay any special tax for the privilege for sending the money back to New York to some big diamond importer. I think that is a very unfair tax, and should be called very specifically to the attention of our Legislative Committee that they may use every effort to have this State relieve us from the franchise tax for serving soda water. I am sure it will appeal to the members of the Legislative Committee, and that they will use every effort they possibly can.

I would like to second the motion, too.

Mr. J. P. Cole: It also seems to me that there is something very unfair in this. Here is a drug store that has a fountain and he has to pay ten dollars registration tax. There is a man right by him who has a whole shelf of bottles and sells his drinks right off that shelf, but doesn't pay a cent of special tax. It looks like there is something wrong, and I think the Legislators don't understand the situation sometimes. We are good men and want to do what is right, and this ought to be taken up and gotten in proper shape—made better than it is.

Mr. Wearn: I suggest in connection with this that each member of the body here interest himself to the extent that he see and have a personal conversation with the legislator from his county and impress upon and explain to him the importance of this matter and the injustice of this tax act.

Mr. RAYSOR: I second that motion. That is the practical way of getting it before the Legislature, and then we will have our Executive Committee to do the work, and with the sentiment created, the committee can do some good work.

Mr. BRADHAM: Something has been injected into this discussion that I think would have been very wisely left out. You know there are eight hundred and seventy-five druggists in North Carolina. There are about ten to fifteen people handling bottled goods to one druggist. Now, if we are going to impose a tax, a special franchise tax, on some poor widow or poor woman, or wooden-legged man who buys a few bottles of soda water and sells it during the season and possibly makes fifty or seventy-five cents, I say, if we are going to favor a special privilege tax being placed upon these people, and if we do not favor it on our soda fountain, how are we going to justify ourselves before the Finance Committee of the Senate and House of Representatives of the State of North Carolina? That is the committee that places the burden of taxation upon everybody. I say, if there are ten retail merchants selling bottled goods in the State to one druggist, and all ten of those people say: "You ought to tax the fountain, a special franchise tax, and not me, who sells bottled goods," what do you expect your Representative to do when he goes to Raleigh? Why, of course, he will lean naturally towards the greater influence, the greater number of people. I stand against a special franchise tax for anything. It doesn't mke any difference what it is.

A cotton mill doing a five million dollar business a year doesn't pay a special tax on every one of its machines, nor does the knitting mill pay a special tax on each machine, nor does a cotton mill pay a special tax for buying cotton for seventeen dollars a ton when he knows he has an ironclad contract with all the cotton mill men of North Carolina to raise the price forty-five to sixty dollars a ton in less than thirty days. He doesn't pay a special tax for doing this business,

but they come to North Carolina druggists and say: "You must pay a tax of five dollars." (Applause.)

Mr. Cole: I think Mr. Bradham misunderstood my remarks. I *do* mean to tax.

President Birdsong: We want a report now from the Committee on the President's Address.

Chairman G. K. Grantham: *Mr. President and gentlemen of the Association:* Your committee has examined the President's Address and finds the various recommendations all good, and favor their adoption as far as possible. We also especially advocate the adoption of that part which asks for the improvement of the Association membership by employing a lady or gentleman three months in the year to solicit new members, and collect dues.

We also recommend the discussion now of making the *Carolina Journal of Pharmacy* the official organ of this Association.

We would like these questions to be discussed in the Association meeting this morning. We believe that for at least sixty days or ninety days during each year some arrangement should be made with a gentlemen or lady to collect dues and solict new members. By refernce to the expense, we find that it would perhaps cost something like a hundred and fifty dollars a month, expenses and salary. It is a question with the Association as to whether or not it will pay to make this venture. We have about nine hundred registered druggists in North Carolina; we have only three hundred members in the Association, which is thirty-three per cent of the registered druggists of the State. There are six hundred on the outside. Whether or not it will pay the Association to employ a special agent to go out and solict these members, I have no idea how many have been dropped, and I don't know how much back dues are due that the Treasurer does not collect, but whether or not that special agent or whether we

could make arrangements with some one connected with the business and traveling over the State.

We find that in the past year we have made perhaps the best increase in membership that we have had for years, and it may be possible that you think the plan we have used in the past year may be better than to make any change now—but we call this to your attention that you might think it over, and if you believe the plan feasible and can make it work to the advantage of the Association, that you can take it under consideration. And if not adopted this time, it might be well to take it up at the next meeting and perhaps inaugurate some new plan.

We also found that we would like to make the *Carolina Journal of Pharmacy* popular with the druggists of the State. We would like to keep that paper, which is published at the University, the Pharmacy School, over at Chapel Hill. We would like to make that paper popular with the druggists. It would be the means of raising the standards of pharmacy in the State. We would adopt the *Journal* as the official organ of the Association and get our proceedings published in that organ. The four copies that come out in the year would be filed away with the members of the North Carolina druggists and referred to, and they would make the paper especially popular, and it might be the means of raising the standards in every way and do the Association good in a great many ways. We would like that matter discussed on the floor.

Mr. G. E. Burwell: Mr. Chairman, as Treasurer of the Association, perhaps I am in better position than some others to know the value of the *Journal* to the Association. I have seen in my traveling around the State direct results from the efforts that Mr. Beard and others who are running this paper. They are devoting a great deal of time and energy to it, and the Association should, in some proper way,

make it an official organ of the Association; the plans might be worked out.

In regard to the other thing, Mr. Grantham, it occurred to me that perhaps Mr. Shell, in his work as assistant to the Board of Pharmacy, would be the ideal man to do the work suggested in the President's Address. Mr. Shell has been over the State in the interest of the Board, and I don't say that because he is here, but he is an excellent man for that appointment. And I am confident, if arrangements were made where he could get a fee for every member secured to help pay the expenses and perhaps a percentage on collecting dues, he can be of invaluable assistance to the Association. I just mention that because I know the value of his work.

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Lack of space permits the publication of only the results accomplished by the practical discussion which followed concerning methods for increasing the membership and in reference to the *Carolina Journal of Pharmacy.*

It was finally moved, seconded and adopted that the matter of hiring a man to go on the road for the Association for sixty or ninety days each year be left to the Executive Committee to decide and act upon. If they thought best and could provide the means, it seemed the wish of the Association that such a man be sent out.

A motion was also adopted making the *Carolina Journal of Pharmacy* the official organ of the North Carolina Pharmaceutical Association; to have the proceedings published this year in the usual manner, but mailed as one number of the *Journal* in order to save postage, and to direct the sending of the *Journal* to every member of the Association who had not already subscribed, the subscription price for each such member to be paid out of the funds of the Association.

The next feature of the program was an informal address by Dr. Henry P. Hynson, of Baltimore.

Dr. Hynson elected to speak on certain types of incompat-

ibility in prescriptions. He conducted what he called a "Prescription Clinic." Taking up a large number of difficult prescriptions he explained the proper methods for filling each one in order to eliminate incompatibilities. Unfortunately, the reporter was unable to understand and take down the many scientific or drug names used in the discussion, and the Secretary is compelled, very much to his regret, to omit the publication of Dr. Hynson's Clinic.

The members of the Association were very much interested in the lecture on prescriptions, and asked many questions.

Mr. WEARN: I'd like to move that Dr. Hynson be elected an honorary member of this Association. (Mr. Raysor seconded motion.)

President BIRDSONG: All in favor make it known by saying Aye. (Carried.)

Secretary BEARD: This notice has been left on my desk:

Resolved, that in grateful appreciation of his loyal and untiring interest in the profession of pharmacy in general and for his addresses and counsel at the present meeting of the North Carolina Pharmaceutical Association in particular, we tender our thanks to Dr. Henry P. Hynson, of Baltimore, by a rising vote, and request that he be with us at the 1917 meeting in Asheville.

(Here the members stood up and applauded Dr. Hynson.)

Dr. HYNSON: I sincerely and very fully thank you for your kindness.

President BIRDSONG: I will ask for the report of the Auditing Committee that examined Treasurer Burwell's books.

Chairman MATTON:

Your committee to audit the books and accounts of the Treasurer of the Association begs to make the following report:

They have carefully examined the books, checks, and vouchers of

the Treasurer and find them correct and to agree with the report submitted by him.

Respectfully submitted,
Geo. A. Matton, *Chairman.*

Upon motion this report was accepted.

President Birdsong: I will now ask for the report of the Auditing Committee that examined the books of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

Chairman E. R. Thomas:

We have carefully examined the books and vouchers of F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy, and find them to be correct.

E. R. Thomas, *Chairman.*
Clyde Eubanks.
John B. Jones.

Mr. E. L. Tarkenton: One of the sad features of our annual meetings is the absence of those who have gone from us. I would like to make a motion that a committee be appointed to draft suitable resolutions to the memory of our former comrades. On this committee I would like to have Mr. Zoeller serve.

This motion was adopted, and Messrs. Zoeller, Prior and Wearn were named by the President to serve on the committee.

Upon motion Mr. J. B. Tugwell, of Lillington, was elected to membership in the Association.

President Birdsong: Any unfinished business?

Secretary Beard: Mr. O'Bannon asked me to announce a boatride for this afternoon at two-thirty. All of us are to meet in front of the hotel and take boats for a ride up the river, or wherever we are going, and we will be back in time for any one to get away on the afternoon train. This trip is to be given by the Traveling Men's Auxiliary.

Mr. Tarkenton: Mr. Chairman, I think Mr. O'Bannon was to make a report for the Traveling Men's Auxiliary.

Mr. O'Bannon: Well, Mr. President, I didn't know I

was to give any report other than that we want to meet with you all at Asheville, and we have appointed a committee to meet with your committee on arangements for the hotel and so forth. We hope that the next meeting will largely increase the membership of the Association, and also ours. We certainly enjoyed our visit here with you all and know we will also enjoy the one in Asheville. We hope to see you all and a good many more at the meeting next year.

Mr. BRADHAM: I move that the thanks of the Association and the Traveling Men's Auxiliary be returned to the druggists of Wilmington for their untiring efforts in making this a very pleasant meeting. (Seconded.)

President BIRDSONG: We will have a rising vote on that, please.

(Unanimous.)

President BIRDSONG: We have certainly been delighted with our entertainment while here.

Secretary BEARD: I make a motion also that we thank the Pepsi-Cola Company, the Welch Grape Juice Company, and the Phospho Ginger Company for their refreshments; the Cliff-Weil Cigar Co., and John, Jr., Cigar Company for the excellent cigars they furnished us. (Adopted.)

Mr. GRANTHAM: Mr. Chairman, while you are getting ready to make that report we have with us here from my county a member of the medical fraternity and our county physician, Dr. J. W. Harris. I'd like to ask that you extend him the courtesy of the floor for a minute. (Applause.)

Dr. HARRIS: I don't know what I will have to do to my friend Grantham when I get him back home. I wish to assure you I have enjoyed attending your Convention very much. I came here primarily as a road advocate to be present at the Good Roads Association convention, but I have found myself in your hall more frequently than I have in the

One of the Boats of the Sailing Party Given by the Traveling Men's Auxiliary Leaving the Pier of the Oceanic Hotel

hall of the Good Roads Association. Of course, I couldn't help being interested in anything that interests the druggists because I feel that the druggist is one of the blockades between the physician and the cold storage. I am sure the druggist has often corrected mistakes of the busy practitioner. I feel, too, Mr. Chairman and gentlemen, that there should be a closer union, a closer association between the druggist and the physician, and the county that I hail from, we never have a social function that we don't insist on the presence of our druggists. I trust you enjoy them, Mr. Grantham. If we have a closer association between the two professions which are so closely allied, I feel quite certain it is bound to be of benefit to both. We could profit in a professional way, intellectually, and we want to get it so in a commercial way.

I feel that the physican has no right to dispense drugs, except emergency preparations, any more than the druggist has to hand out his preparation across the counter and prescribe for prospective patients. Gentlemen, I am glad to have been with you in your sessions and I thank my friend, Brother Grantham, and thank you for this opportunity. (Applause.)

Mr. J. L. Prior: We were talking about the Ladies' Auxiliary and I want to make a motion that the Secretary be instructed to draft a letter to the wives of the druggists, members of the North Carolina Pharmaceutical Association, requesting them to go to Asheville and go there with a view of organizing the Women's Auxiliary. Mr. Raysor, as Local Secretary, will look out and see that preparations be made for them, and we would like to request Mr. Raysor to see that the wives of the druggists of Asheville be with us and help in the organization. I believe it will result in much good to the organization.

Mr. Burwell: Mr. President, the idea is undoubtedly good, but that puts a great deal of work on the Secretary.

Secretary Beard: I'd be delighted to do it.

MR. PRIOR: It is merely a form letter. The stenographer can make all of them the same.

President BIRDSONG: Is that a motion?

(Motion seconded and carried.)

There being no further business before the house, adjournment was taken at one o'clock.

J. G. BEARD,
Secretary.

Don't Overlook Our Next Annual Meeting!

Asheville, June 1917

Help to Make the Meeting a success by your presence!
Present a good paper of interest to pharmacists!
Remember the Slogan "500 for 1917."
Bring in a New Member!

To the Members

Our Association is greatly in need of a larger membership, not only for the increased revenue which a larger membership would bring, thereby enabling the Association to do more and better work for the pharmacists of the State, but especially for the prestige and the increased power and influence which would accrue from a larger and more fully representative membership.

There are over 900 registered pharmacists in the State. All of these are eligible to membership. Only 320 have availed themselves of this privilege. This is a condition which should be remedied. Will you not personally undertake to secure at least one new member before the next meeting? The initiation fee and the dues are but $5.00. An application for membership will be promptly mailed to you by the Secretary.

JOHN FREDERICK SPRAGUE

On the 28th of October, died at his home in the city of Raleigh, John Frederick Sprague, a gentleman whose life had been spent largely in the drug business and who was a prominent member of the Pharmaceutical Association of this State.

Mr. Sprague was born in Morganton, N. C., August 31st, 1861. He was the son of the late Henry B. Sprague and Dorcas Malvina (Happolat) Sprague. In early manhood he entered the drug business and held positions successively in Wilmington and Raleigh. Later he accepted employment with the wholesale house of Sharp & Dohme, manufacturing chemists of Baltimore and Norfolk, and represented their interests over a wide territory at the South. His ability and success in organizing and extending the business of the house in this territory was quickly recognized and he was called to New York as the head of the sales department of Sharp & Dohme. In this position he remained a number of years, an effective manager of his department, enjoying in fullest measure the confidence of his employers, and eliciting the loyal co-operation and personal affection of his associates in a remarkable degree. But his heart ever turned toward his native State and he at length resigned his position in New York to return to North Carolina.

He selected Raleigh for his home. His acquaintance there was wide and intimate, and his wife was a Raleigh lady. On December 11, 1894, he had married Miss Kate Badger Hale, daughter of the late Peter Mallett Hale, and Mary (Badger) Hale. Mrs. Sprague and an only child, John F. Sprague, Jr., survive him.

In Raleigh Mr. Sprague went into business, acquiring an interest in the W. H. King Drug Company, of which he was president. Under his skillful management the business was greatly extended.

Mr. Sprague's force of character, his sanity of judgment, and his business success seemed to mark him out as but on the threshold of larger usefulness. But his health failed months ago. For a long time he suffered bravely and without a complaint, ever tenderly solicitous for those dearest to him, and considerate of all who approached him. Medical skill, however, was helpless, and the end came at last.

Genial and warm-hearted, full himself of the zest of living, interested in and sympathetic with others, he drew to himself a wide circle of friends who feel his loss as a personal bereavement. In all the relations of life he was generous, true and loyal. But especially did his thoughts and affections center about his home, and friends will fondly recall happy memories of the ideal family life about his fireside.

L. P. M.

EUGENE THOMAS WHITEHEAD

The subject of this sketch was born in Halifax County, near Scotland Neck, N. C., on July 31, 1860; the only child of Joseph Henry and Elizabeth Pittman Gray Whitehead. Died July 21, 1915.

The interment was in the Baptist Cemetery, Scotland Neck, N. C., and was attended by a large gathering of friends and citizens of his own and neighboring counties, attesting most sympathetically to his great general popularity and high esteem.

He was married on November 24, 1893, to Miss Elizabeth Lawrence, by whom he is survived, together with five children.

After attending the local schools he began service in the drug store of Dr. R. M. Johnson, a charter member of this Association, read pharmacy, and became licensed by examination in 1885. Subsequently associated with friends, the business of Dr. Johnson was acquired, of which he finally became the sole owner; and by his ability, industry and genial disposition built up a profitable and one of the largest establishments in eastern North Carolina.

He joined the North Carolina Pharmaceutical Association in 1888, and from his generally known ability was immediately elected a member of the Executive Committee. Served on special committee on membership for 1891, 1892, 1893, and 1894. He then became inactive while building up his business until 1908 when he again attended a meeting. In 1909 he served as a member of the Auditing Committee. In 1910 was elected third Vice-President and appointed a delegate to the National Association of Retail Druggists. At the 1911 State Association meeting, in the absence of the President and the first and second Vice-Presidents, it fell upon him to preside and conduct the entire meeting. This was so acceptably performed that he was elected President and again presided in 1912.

He became a member of the American Pharmaceutical Association in 1900, and attended the Philadelphia meeting in 1902.

As citizen he was active in the politics of his county and town, taking much interest in civic betterments, and was a trustee of the Scotland Neck Graded School continually from its organization.

E. V. Z.

APPENDIX

Membership Prize of Merck Chemicals

To that retail druggist member of the North Carolina Pharmaceutical Association who is instrumental in securing the largest number of new members for the Association during the year 1916-1917, Messrs. Merck and Company of New York will give ten (10) dollars worth of chemicals.

"Specify MERCK'S"

APPENDIX

WHAT CONSTITUTES PROFITABLE DRUG STORE ADVERTISING?

By Eugene F. Rimmer.

The present President of the United States in a letter addressed to the President of the Associated Advertising Clubs of the World, says:

"Advertising is a factor of constantly increasing power in modern business, and it very vitally affects the public in all its phases, particularly since the mediums for the dissemination of advertising have increased so remarkably in recent years. For business men, therefore, it is of the utmost importance that the highest standards should be applied to advertising as to business itself."

That is the opinion of one of the greatest thinkers of the country, and his suggestion as to the moral feature to be inculcated in its uses.

The principle of advertising itself is not always understood. Advertising is and should be a creative, not a divertive force. Give that thought deep study. Why should you pay your good money for space in a paper to draw away from Jones, the druggist on the next block, the dimes that have an inclination to wander toward his till? It would be lots better for you and Jones to get together and create a demand for something the public has not thought it needed. The psychological value of advertising, if worked in such a way as to suggest news, will draw the attention of a man to a new product, and will suggest that since this is a time of progress, it behooves him to procure for himself that commodity.

What does all that talk mean, you say? Just this, how many safety razor blades did you sell in 1900? Suppose all those manufacturers had not impressed upon the American man the ease, rapidity and sanitary features of a detachable blade, how many would you sell today? Just as many as you did in 1900; no more.

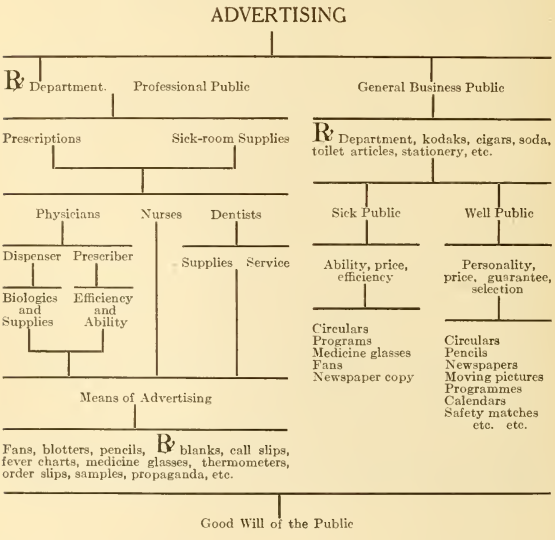
Now, remember, the object of advertising is to create a desire and then be sure you can supply that desire.

Pharmaceutical journals are full of real practical advertising suggestions and just as full of stereotyped generalities. That line of talk about every customer you wait upon is the chance of an advertisement goes in a general way, but you wouldn't be willing to

charge up clerk hire to your advertising account. Clerk hire is expense. A part of the service and common sense, not advertising, demands that you give to your customers the best service that you can command. Advertising is the pull to the man of the sidewalk, not the "pat on the back" to the man in front of the counter.

There are lots of ways to appeal to the man out of the store, whether he be an entire stranger or a customer who hasn't been convinced that there is something else you have that he wishes. Window displays are considered one of the most important ways of demanding attention, but stop to think about it; wouldn't it be better to go after that man that doesn't come near enough the store to see the windows?

Graphics furnish the best method of pointing out any idea or set of ideas. American business is a network of systems, each with its definite purpose. Advertising being a part or really the "feeler" for business, should be carried on systematically. An excellent graphical chart has been evolved showing all the various methods of advertising available for use in drug merchandising. The chart below tells how and to whom to advertise:



Study this chart and figure out what you think would suit the purpose best. If the first choice is not successful possibly another selection might be more conducive.

Taking into consideration the avidity with which the American people read them, the newspapers give the most profitable method of approaching the public. They offer the stream to fish in, but are you using the right kind of bait? Preparation of copy is the most important subject.

Some suggestions about placing an order for insertion of an "ad" are as follows:

Be sure the article offered is timely; August is not the proper month to advertise hot water bottles.

Can you substantiate all the claims you make, and are you willing to run the risks?

Is the article of enough general interest to pay for the space? For instance, in a small town and in a country paper it would be foolish to advertise bacterins; Paris green would furnish better copy.

Next, having decided that it is the right thing to advertise, the proper time and an appropriate medium is the next question of preparation of copy. Here is where the advertising "expert" gets in his work. Sometimes these "experts" have fully three months training in a correspondence school, still the average advertiser will allow him the control of the advertising appropriation. In local advertising no flashy copy is needed. Simply be natural. If you have an article you wish to sell through newspaper copy, place it on the counter. Find some person who can take down shorthand. Then proceed to sell that article to him, telling him take down your arguments. Type this off, and condense it, and you have the best advertisement possible. Imagine your elucidation of that fountain pen transcribed, condensed and printed, and continue your imagination to the man at home in the evening reading the paper. He comes to your "ad" and reads it. "Why, that sounds just like Brown," he says, "I'll stop in and see that thing."

Now comes the service of the window-trim. If the customer starts by the store, have that window-trim saying to him, "haven't you forgot something?"

The heading of the "ad" is the sign-post that attracts attention. There, more than anywhere else, should the wording be exact. A good idea to follow would be to use only nouns, verbs and adjectives in a heading; don't lop on a modifying or a parenthetical phrase. Every word should count and if possible should contain a verb signifying action. That verb should occur in the first three words, if possible.

Three forms of heading are generally used in newspapers; the

direct command, the question, and the more formal announcement. Suppose now is the time of year to advertise garden seeds. In preparation of copy, there are three chances to attract the prospective gardener: "Buy early, while the selection is good," illustrates the direct command; "Have you thought about your garden?" interrogates the reader, while "Gardeners should see our assortment," announces the fact that a supply is at hand if the desire is in the mind. Either number one or number two would go lots further in creating a desire than the last, or announcement type.

Just as in the heading, the last sentence must be forceful. It must contain a clincher. What is at the bottom of every kodak "ad?" How does Welch close? "If it isn't an Eastman," etc.; "Ask for Welch's, not grape juice." Both are meant to force recognition and remembrance. Also by using their trade name in that little slogan it forces identity. "There's a Reason," was a very successful slogan, and most people recognize it, but on the other hand, can you tell me what automobile agency says, "Ask the man that owns one"? It would be lots more profitable to put the name of the article in that last sentence. To continue the advertisement about seed, the closing sentence might read: "Remember you can't keep Blank's seeds down," or, "For healthy plants plant Blank's seeds."

That's the form of an advertisement in its crudity. Through persistence the rough edges can be smoothed off. If, however, a good "ad" is written do not rest on the laurels. A change of copy, like a change of climate, is beneficial to tired readers. By all means make frequent changes of copy.

When is the right time to advertise? All of the time is the right time; only bearing in mind the question of seasons or appropriateness of the way you wish to present the subject.

Now, a few suggestions about dealing with the printer or newspaper man. Have a certain place and maintain it. By occupying the same space, by writing "newsy" and by changing often it is possible to get people interested in the advertising. For a small newspaper going into the homes, an upper right-hand corner of an inside page is very desirable. When a satisfactory position is found close a deal with the newspaper man for that space. A merchant could hardly expect to acquire much patronage if week by week he changed his place of business. Can the bargain-hunter be expected to do more than that in looking over the printed page? Acquire stability.

Cuts or electrotypes are cheap, attract attention and enliven an advertisement. Manufacturers of national advertised products are glad to give them to customers, agencies are selling stock cuts, and an original can be had for about ten cents a square inch; that is of a photograph. A cut of a drawing, or what is known as a zinc

etching, can be had for under six cents a square inch. If it's time to advertise the soda ountain, take a snap shot of it during a busy hour and have a cut made. Head your copy with this cut, making some remark like this: "Your friend likes Blank's soda; see how satisfied he looks." The same plan can be applied to dozens of other articles or incidents about the store and the store service. As examples, run, "Our delivery service"; "Note the orderliness of the place where your prescriptions are filled in this store." In this illustration of ads it is well to note that the line cuts, or zinc etchings are better than the half-tone cuts or photographs. Some newspapers use such coarse paper that a photograph would print badly. In such cases, line cuts are the things to use. That, of course, is a matter between the local advertiser and his printer.

This preparation of copy will grow more and more attractive. A good suggestion is to keep a scrap book of all the "ads" that are run. Mistakes and unsuccessul "ads" can then be traced and their repetition debarred. A clipping list of successful "ads" of other people that can be utilized will make a never-ceasing supply of data both for use and as a check against abuse.

This paper has treated mostly of newspaper advertising for the reason that in small towns or in cities up to fifty thousand people the newspapers furnish the best medium of advertising. In the small towns the paper goes to the home. The average family contains five persons, three of whom will average above twelve years of age. There is a possibility of three persons seeing every copy of that paper. And each one seeing it can conveniently come to the store if the "ad" has made a striking impression. The city newspaper, with larger circulation, only gets a casual survey from a single reader. Distance comes in and the chance of a small store attracting an inquiry is negligible. Since North Carolina boasts of so many good towns around the five thousand class. these newspapers are admirable agents for publicity under the proper procedure.

Moving picture slides furnish an opportunity to advertise explicitly. A slide of a gentleman with an exceedingly large head, small body, pouring a liquid from a graduate of an apparent capacity of ten gallons into a pottery jar headed "Our prescription department is complete," isn't worth the dollar a week that it costs to run it. Candy, soda and toilet articles are the best things to advertise on a picture slide, and they should be advertised explicitly.

In advertising to the physician different methods must be taken. Here the printer's ink is weak. The stereotyped phrase "Prescriptions carefully compounded" means nothing. Advertising to physicians comes under the head of propaganda work, which, I have no doubt, has an advocate at this meeting of the Association.

As a suggestion to those pharmacists who are in a habit of giving Christmas gits to the physicians, perhaps in the days to come when the new Pharmacopoeia and National Formulary are published a copy of either of these presented to the physician with a timely notice that all preparations contained therein can be and are manufactured and dispensed by the, this or that pharmacy, would be a good advertisement for the store.

As a closing remark, remember advertising is cumulative. As the business grows the advertising appropriation should be increased. Don't expect a four-inch ad to do the work that it did when one store did only half the business and consequently did not stock the number of selections as now. Spend from two or three per cent of the gross income for advertising, and plan for it just as carefully as you plan in hiring the clerks, buying fixtures or sundries. The public is paying more and more, both in quantity and in newer lines. Things that were once considered luxuries are now necessities. New articles will continue to come into demand. Keep an eye out for the national advertisers in the big magazines, follow it up with an "ad" in the daily paper, and a window display and revel in the fruits of the harvest of publicity.

EFFICIENCY IN THE DRUG STORE

By EDWARD V. HARRISON.

We should have our young clerks well prepared in the high school; it would be better still if he could finish college before going to a school of pharmacy. He should then have from one to three years in a good pharmacy college or university, having first served three or four years behind the prescription counter—not at the soda fountain.

This is an age of achievement—a day when big things are being done—and we should be in the procession. You must combine speed with accuracy. You may as well expect to race a horse against an automobile and win as to expect progress and profit with poorly trained men, insufficient equipment, and inefficient service. Avoid the danger of being too busy to study. I quote a few lines I saw in the *Druggists' Circular* that I think will fit it: "We dare call our critics pessimists. Indeed, they are partly optimists, by reason of admitting that we are still capable of redeeming ourselves. The druggist of the city store as well as his brother in the country, will say that the time to study is not theirs. What little leisure time they get is generally and appropriately devoted to relaxation, not

to concentration. But show me the pill roller who is too busy to devote a part of his time to reading petty scandal, divorce suit trials, etc."

I agree with the *Circular*. Every druggist should have a trade paper and read it. Keep reading your journals and studying your text-books.

You should study the customers you have and their wants. Be accurate, polite to each one you meet and as rapid in attending to their wants as you can safely do. Do not sacrifice life or money. I sometimes think that every prescription should have the age written on it. Have principle—do not substitute if you can help it, and never without the doctor's consent.

One of my mottoes is that "I am not at the top, but climbing." When a man thinks he knows it all he knows very little as a general rule. "Per aspera ad astra"—to the stars through difficulties. Don't give up, boys; push on, trust in God, and "keep your powder dry."

ROLL OF MEMBERS

ACTIVE

*(An asterisk before a members's name indicates attendance at Wrightsville meeting.)

A

Anderson, Joe M. ..... New Bern
*Andrews, Charles M., Ph. G. ..... Hillsboro
Andrews, R. H., Ph. G., P. D. ..... Burlington
Ashford, A. J. ..... Kinston
Atwater, G. M. ..... Elizabeth City

B

Bailey, Lee A. ..... Charlotte
Baldwin, Penrose ..... Asheville
*Barnes, B. S. ..... Maxton
Barnes, E. W. ..... Kings Mountain
Barnes, Hugh A. ..... Maxton
Baucom, A. V. ..... Apex
Barker, E. J. ..... Rowland
Barnhill, Miss Mabel ..... Bethel
*Beard, John Grover, Ph. G. ..... Chapel Hill
Bell, Frank R. ..... Elizabeth City
*Bellamy, R. R. ..... Wilmington
*Bennett, A. M. ..... Bryson City
*Bennett, K. E., Ph. G. ..... Bryson City
Bernard, Germain ..... Durham
Betts, J. R., Jr. ..... Youngsville
*Birdsong, E. G. ..... Raleigh
Birmingham, John S. ..... Hamlet
*Blair, S. O. ..... Monroe
Blake, J. Heath ..... Asheville
Blauvelt, William H. ..... Asheville

Bolton, J. C. ..... Rich Square
Boon, H. H. ..... Elizabeth City
Boon, W. J. ..... Raleigh
Boone, D. Leonard ..... Durham
Boone, John T. ..... East Durham
Boyce, J. B., Jr. ..... Norlina
*Bradham, C. D. ..... New Bern
Bradly, Augustus ..... Burlington
Bradly, J. P. ..... Greensboro
Brame, R. M. ..... North Wilkesboro
*Brame, W. A. ..... Rocky Mount
Brantley, Paul C. ..... Wendell
Brewer, S. O. ..... Roxboro
Briles, D. T. ..... Fayetteville
Brown, Henry C. ..... Goldsboro
*Brown, J. D. ..... Warsaw
Brown, Joseph K. ..... Greenville
*Burwell, G. E. ..... Charlotte
Burwell, W. R. ..... Charlotte
Byrd, Clement ..... Biltmore
*Byrd, George ..... Fayetteville

C

*Cannady, Ralph C. ..... Smithfield
Carmichael, W. C. ..... Asheville
Carter, Jesse ..... Aberdeen
*Carter, Jesse, Jr. ..... Aberdeen
Carter, Samuel ..... Salisbury
Chalk, S. A. ..... Morehead City
Champion, Roy C. ..... Raleigh
Clark, C. B. ..... West Durham
*Cole, J. F. ..... Carthage
Coleman, Henry Grady, Ph. G. ..... Durham
Cook, R. E. L. ..... Tarboro
Cooke, H. M. ..... Spencer

*Coppedge, James W. ..... Raleigh
Coppedge, John B. ..... Raleigh
Coppedge, O. G. ..... Raleigh
Costner, B. P. ..... Lincolnton
Council, C. T. ..... Durham
Cox, C. L., Ph. G. ..... Warsaw
Crabtree, Gilbert ..... Raleigh
*Crabtree, W. A. ..... Sanford
*Creech, D. H. ..... Smithfield
Croom, J. LeRoy ..... Wilmington
Culpepper, Frank D. ..... Spring Hope
*Cutchins, J. M. Jr., Ph. G. ..... Whitakers

D

*Daniel, E. C. ..... Zebulon
Davenport, Lee, Ph. G. ..... Washington
Davis, E. B. ..... Morganton
Dorsey, Melville ..... Henderson
Dunn, R. A. ..... Charlotte

E

Edgerton, E. O. ..... Raleigh
Elkins, VanWyke B. ..... Tabor
Elliott, A. G. ..... Fuquay Springs
*Elvington, D. A. ..... Wilmington
Etheridge, Sidney G. ..... Eliazbeth City
*Eubanks, Clyde L. ..... Chapel Hill

F

*Faucette, W. P. ..... Raleigh
*Fentress, H. L. ..... Wilmington
Field, Gordon S. ..... Coats
Finger, F. E. ..... Kings Mountain
Fishel, A. L., Ph. G., P. D. ..... Winston-Salem
Fitchett, C. E. ..... Duke

Fleming, Cary H. ..... Wilmington
Fordham, C. C. ..... Greensboro
Foster, Caney ..... Enfield
Foster, J. C. Coke ..... Tryon
Fox, Charles M. ..... Asheboro
Franklin, O. E. ..... Tabor
*Fulghum, Raiford T. ..... Kenly
Furman, R. L. ..... Norlina
*Futrelle, W. L. ..... Wilmington

G

Gardner, Howard ..... Greensboro
Gardner, T. L. ..... Reidsville
Gibbs, Thomas R. ..... Belhaven
Gilbert, Loamie ..... Benson
Goode, J. Alonzo ..... Asheville
Goodman, George C. ..... Mooresville
Goodrum, C. S. ..... Davidson
*Grantham, G. K. ..... Dunn
*Grantham, Hiram ..... Red Springs
Grantham, L. I. ..... Lumberton
Green, Charles F. ..... Wilmington
*Greyer, Charles Peyton, P. D. ..... Morganton
Griffith, Wiltshire, Ph. G. ..... Hendersonville
*Gurley, Doyle M. ..... Sanford

H

Hall, W. F. ..... Statesville
Hamlet, Peyton R. ..... Raleigh
*Hancock, F. W. ..... Raleigh
Hand, W. Lee ..... Charlotte
Hardee, A. K. ..... Graham
*Hardin, E. M. ..... Wilmington
*Hardin, John H. ..... Wilmington
Harper, C. P. ..... Selma
Hart, J. A. ..... High Point

Harrison, E. R. V. ..... Greensboro
Harrison, T. N. Jr. ..... Littleton
Hawley, F. O. ..... Charlotte
Hayes, W. A. ..... Hillsboro
Haymore, J. B. ..... Elkin
Haywood, L. L. ..... Durham
Henderson, John L., Ph. G., P. D. ..... Burlington
Herring, W. H. ..... Clinton
Hesterly, Louis E., Ph. G. ..... Hendersonville
*Hicks, Henry T. ..... Raleigh
Hill, John A. ..... Goldsboro
Hilton, Charles M. ..... Greensboro
Holland, H. O. ..... Apex
Hollowell, J. K. ..... New Bern
Hood, D. H. ..... Dunn
Hood, J. E. ..... Kinston
Hood, Paul C. ..... Dunn
Hood, T. R. ..... Smithfield
Hood, W. D. ..... Kinston
Hooper, Fred L. ..... Sylva
Hopkins, V. O. ..... Winston-Salem
*Horne, Charles James O'Hagan ..... Greenville
Horne, H. R. ..... Fayetteville
*Horne, W. W., Ph. C. ..... Fayetteville
House, Joseph ..... Scotland Neck
*Howell, Edward Vernon, Ph. G. ..... Chapel Hill
Howerton, John L. ..... Greensboro
Hunter, B. W. ..... New Bern
Hunter, Forest V. ..... Hendersonville
Hutchins, James A. ..... Winston-Salem

J

Jacocks, F. G. ..... Elizabeth City
James, Allison A. ..... Winston-Salem
Jarrett, Lloyd M. ..... Andrews

Jernigan, Rupert.....Greensboro
Jetton, W. A.....Davidson
Jones, Alpheus.....Warrenton
*Jones, John B.....Fair Bluff
Joyner, J. B.....Franklinton
Justus, W. H., Ph. G.....Hendersonville

K

*Kelly, J. R.....Wilmington
Kendall, H. E.....Shelby
Kerner, L. C. .....Henderson
King, Harris L.....Durham
King, J. R.....East Durham
Knight, C. V.....Speed

L

Lafferty, Parks M.....Concord
Landquist, Thomas Eugene.....Winston-Salem
Lane, Walter A.....New Bern
Layden, H. W.....Danville, Va.
Lea, L. J.....Burlington
*Lee, P. A.....Dunn
*Leggett, P. O.....Southport
Leggett, W. A.....Edenton
Lewis, R. B.....Kinston
Loftin, J. U.....Troy
Lord, C. A.....Wilmington
Lutz, Horace C.....Hickory
Lynch, Norman Walker.....Charlotte
*Lyon, F. F.....Oxford
Lyon, O. H.....Columbia
Lytch, J. E., Ph. G.....Rowland

M

Mabry, W. A. ..... Durham
McDonald, John Steadman ..... Lumberton
McDuffie, Roger Atkinson, Ph. G. ..... Greensboro
McKeel, C. B. ..... Columbia
McKesson, L. W. ..... Statesville
McKethan, H. A. ..... Fayetteville
McKinney, W. M. ..... Ayden
*McManus M. T. Y. ..... Wilmington
McMillan, J. D. ..... Lumberton
*McMillan, Dr. J. L. ..... Red Springs
*McNeill, George K. ..... Rowland
Marley, Fred H. ..... Lenoir
Marsh, M. L. ..... Concord
Martin, W. S. ..... Canton
Matthews, W. F. ..... Randleman
Matthews, W. S. ..... Laurinburg
*Matton, George A. ..... High Point
Mattox, A. M. ..... Greensboro
May, Thomas H. ..... Henderson
*Mayberry, E. B. ..... Maxton
*Merritt, Nello H. ..... Carrboro
*Miller, C. B. ..... Goldsboro
Miller, C. T. ..... Wilmington
Miller, E. H. ..... Mooresville
Missildine, E. E. ..... Tryon
*Mitchell, Henry G. ..... Starr
*Moose, A. W. ..... Mount Pleasant
Moore, Bernice C. ..... Wilmington
Morgan, Ralph S. ..... Rosman
Morrison, M. S. ..... Wilson
Murchison, Ernest E. ..... Sanford

N

Nicholson, A. T. ..... Tarboro
Nicholson, T. H. ..... Murfreesboro
*Nicstlie, William ..... Wilmington
Nowell, W. R. ..... Wendell

O

O'Hanlon, Edward W. ..... Winston-Salem
Overman, Harold S. ..... Elizabeth City

P

Page, B. Frank, Ph. G. ..... Raleigh
Parker, W. W. ..... Henderson
Patterson, Alvis, Ph. G. ..... Wilson
*Payne, Harry E. ..... Wilmington
*Pemberton, D. C. ..... Mount Olive
Pemberton, Thomas R. ..... Greensboro
Pickelsimer, J. B. ..... Asheville
Pike, E. LeRoy ..... Spring Hope
*Pilkington, George R. ..... Pittsboro
*Pope, H. L., Ph. G. ..... Lumberton
Powell, David E. ..... Asheville
Powers, L. B. ..... Wake Forest
*Prior, J. L. ..... Atlanta, Ga.
Purcell, S. M. ..... Salisbury

R

*Raysor, C. A. ..... Asheville
Rea, Verne ..... Durham
Reaves, L. E. ..... Raeford
Reid, W. W. ..... Sanford
Rhinehardt, Charles B. ..... Marshall
Riddle, Harry Lee ..... Morganton
Rimmer, Eugene ..... Hillsboro
Ring, C. A. ..... High Point

Ring, W. A. ..... High Point
Robertson, Elbert G. ..... Petersburg, Va.
Robinson, J. Linwood ..... Lowell
Robinson, Dr. M. E. ..... Goldsboro
Rogers, R. P. ..... Durham
Rogers, W. F. ..... Durham
Rose, Ira Winfield, Ph. G. ..... Rocky Mount
Rosenbaum, Carl ..... Roxobel
*Rowland, George J. ..... Henderson
*Rudisell, J. S. ..... Cliffside

S

Salling, A. T. ..... Wilmington
Sally, W. M. ..... Statesville
Sauls, M. M. ..... Ayden
Saunders, Andrew J. ..... Belmont
Scott, John M. ..... Charlotte
*Seawell, C. C. ..... High Point
Secrest, Andrew M., Ph. G. ..... Monroe
*Sedberry, C. D., Ph. G. ..... Fayetteville
*Sedberry, H. S. ..... Fayetteville
Sessoms, M. M. ..... Durham
*Shell, Junius E. ..... Lenoir
*Shelton, C. F. ..... Chadbourn
Sheppard, John W. ..... Charlotte
Simpson, Thomas S. ..... Winston-Salem
Smith, Casper ..... Monroe
Smith, Frank S. ..... Asheville
Smith, Frank T. ..... Franklin
*Smith, J. A. ..... Wilmington
Smith, W. O. ..... Greensboro
*Snuggs, W. H. ..... Albemarle
Spencer, J. A. ..... Durham
Spencer, R. B. ..... Rocky Mount
Stainback, T. E. ..... Kinston

Stallings, W. H. ..... Clayton
Stancill, J. H. ..... Selma
Stewart, J. M. ..... Fayetteville
Stimson, J. H. ..... Statesville
Stowe, Harry R. ..... Charlotte
*Stowe, James P. ..... Charlotte
Stowe, Lester H. ..... Charlotte
Strayhorn, William F. ..... Durham
*Suggs, R. B. ..... Belmont
Summey, K. M. ..... Dallas
Sutton, J. L. ..... Edenton
Swaringen, DeWitt C. ..... China Grove

T

Tally, Hugh A. ..... Jonesboro
*Tarkenton, Edward Lawrence ..... Wilson
*Tart, D. W. ..... Roseboro
Tate, W. E. ..... Asheville
Taylor, J. L. ..... Oxford
*Temple, Jasper O. ..... Kinston
Thomas, Charles R. ..... Thomasville
Thomas, E. E. ..... Roxboro
*Thomas, E. R. ..... Duke
Tillett, Ernest N. ..... Durham
Tolar, J. H., Jr. ..... Goldsboro
*Townsend, J. H. ..... Red Springs
Trent, John A. ..... Greensboro
*Tugwell, J. B. ..... Lillington
Turlington, Randal A. ..... Wilson
Turner, T. A. ..... Durham

V

*Vaughan, P. W., Ph.G. ..... Durham

W

Walker, C. A. ..... Asheville
Walton, Grover B. ..... Washington
Warren, Burney S. ..... Greenville
Waters, George W., Ph.G. ..... Goldsboro
Watson, George Y. ..... Southport
*Wearn, W. H. ..... Charlotte
*Welfare, Sam. E. ..... Winston-Salem
Wetzell, W. L., Ph.G. ..... Gastonia
*Wharton, Lee A. ..... Gibsonville
Wheless, R. E. L. ..... Warsaw
*White, Henry Garfield ..... Elm City
White, Luther ..... New Bern
White, Walter R., Ph.G. ..... Warrenton
Whitehead, J. D., Ph.G. ..... Rocky Mount
Williams, A. H. A. ..... Oxford
Williams, H. C. ..... Canton
Williams, M. P. ..... Charlotte
Williams, R. I. ..... Raleigh
*Winstead, O. P. ..... Fairmont
Wood, Ernest H. ..... New Bern
Woolard, E. W. ..... Wilmington
Worthy, F. S. ..... Washington

Z

*Zoeller, Edward Victor, Ph.G. ..... Tarboro

Honorary

Beal, James Hartley ..... Scio, Ohio
Caspari, Charles, Jr. ..... Baltimore
Hynson, Henry P. ..... Baltimore
Purcell, Col. John B. ..... Richmond
Remington, Joseph P. ..... Philadelphia
Rusby, H. H. ..... New York City

Venable, Francis Preston.....Chapel Hill
Williams, John R. .....Raleigh
Wooten, Thomas V. .....Chicago

DECEASED

Abernethy, T. R. .....Newton
Adams, R. H., M.D. .....Gastonia
Ashcraft, C. W. .....Elizabeth City
Atkins, D. J. .....Durham
Avent, Clyde B. .....Durham
Aycocke, M. H. .....Louisburg
Bedford, Prof. P. W. .....New York
Benson, J. W. .....Troy
Bickett, T. W. .....Monroe
Biggs, S. R. .....Williamston
Blacknall, R. D. .....Durham
Blount, W. A., M.D. .....Washington
Bobbitt, F. A. .....Winston
Broadfoot, T. W. .....Fayetteville
Davidson, J. S. M. .....Charlotte
DeVault, T. M. .....Asheville
Dees, W. A., M.D. .....Marshville
Duffy, F. S. .....New Bern
Duffy, R. N. .....New Bern
Fetzer, N. D. .....Concord
Fuller, T. F., M.D. .....Raleigh
Furman, W. H., Jr. .....Louisburg
Garrett, H. B. .....Rockingham
Gidney, J. C., M.D. .....Shelby
Gordon, E. S. .....Wilkesboro
Green, C. C. .....New Bern
Green, Wm. H. .....Wilmington
Griffin, John M. .....Rocky Mount
Griffin, L. C. .....Charlotte
Grimes, A. L. .....Thomasville

Grimes, B. ..... Asheville
Hand, W. E. ..... Charlotte
Hill, T. B. ..... Goldsboro
Hinsdale, S. J. ..... Fayetteville
Hood, J. C. ..... Smithfield
Horton, W. E. ..... Charlotte
Johnson, R. E. ..... Fremont
Jones, B. C. ..... Morehead City
Jordan, J. V. ..... New Bern
Jordan, R. H. ..... Charlotte
King, W. H. ..... Raleigh
Latham, W. W. ..... Seaboard
Lawing, J. M., M.D. ..... Lincolnton
Lee, A. S. ..... Lincolnton
Lewter, J. T., M.D. ..... Murfreesboro
Lucas, H. D., M.D. ..... Black Creek
Lyons, H. H. ..... Asheville
McAden, J. H. ..... Charlotte
McDonald, A. M. ..... LaGrange
Miller, F. C. ..... Wilmington
Monger, James M. ..... Sanford
Nadal, E. M. ..... Wilson
Owens, B. Bertram ..... Winston
Palmer, Charles R. ..... Salisbury
Parris, D. C. ..... Hillsboro
Pendleton, Milo M. ..... Warrenton
Perry, John B. ..... Macon
Poole, T. W. ..... Williamston
Quickel, John Karl ..... Lincolnton
Royster, O. M. ..... Hickory
Sedberry, B. E. ..... Fayetteville
Simmons, B. T. ..... Weldon
Simmons, J. C. ..... Graham
Simpson, William ..... Raleigh
Smith, T. C., M.D. ..... Asheville

Smith, Charles H. ..... Greensboro
Smith, J. B. ..... Lexington
Sprague, John F. ..... Raleigh
Stewart, L. ..... Laurinburg
Tenney, A. K. ..... Durham
Thompson, V. O. ..... Winston
Wagner, Joe F. ..... Thomasville
Wagoner, John M. ..... Statesville
Wilson, William, Jr. ..... Charlotte
Whitehead, E. T. ..... Scotland Neck
Woodall, Junius P. ..... Charlotte
Wriston, L. R. ..... Charlotte
Yates, Silas O. ..... Morrisville

REGISTER OF ACTIVE MEMBERS BY TOWNS

ABERDEEN
Carter, Jesse
Carter, Jesse, Jr.

ALBEMARLE
Snuggs, W. H.

ANDREWS
Jarrett, Lloyd M.

APEX
Baucom, A. V.
Holland, H. O.

ASHEBORO
Fox, Charles M.

ASHEVILLE
Baldwin, Penrose
Blake, J. Heath
Blauvelt, Wm. H.
Carmichael, W. C.
Goode, J. Alonzo
Pickelsimer, J. B.
Powell, David E.
Baysor, C. A.
Smith, Frank S.
Tate, W. E.
Walker, C. A.

ATLANTA, GA.
Prior, J. L.

AYDEN
McKinney, W. M.
Sauls, M. M.

BELHAVEN
Gibbs, Thomas R.

BELMONT
Saunders, Andrew J.
Suggs, R. B.

BENSON
Gilbert, Loamie

Bethel
Barnhill, (Miss) Mabel

Biltmore
Byrd, Clement

Bryson City
Bennett, A. M.
Bennett, K. E.

Burlington
Andrews, R. H.
Bradley, Augustus
Henderson, John L.
Lea, L. J.

Canton
Martin, W. S.
Williams, H. C.

Carrboro
Merritt, N. H.

Carthage
Cole, J. F.

Chadbourn
Shelton, C. F.

Chapel Hill
Beard, J. G.
Eubanks, C. L.
Howell, E. V.

Charlotte
Bailey, Lee A.
Burwell, G. E.
Burwell, W. R.
Dunn, R. A.
Hand, W. L.
Hawley, F. O.
Lynch, N. W.
Scott, J. M.
Sheppard, J. W.
Stowe, Harry R.
Stowe, Jas. P.
Stowe, Lester H.
Wearn, W. H.
Williams, M. P.

China Grove
Swaringen, DeWitt C.

Clayton
Stallings, W. H.

Cliffside
Rudisill, J. S.

Clinton
Herring, W. H.

Coats
Field, Gordon S.

Columbia
Lyon, O. H.
McKeel, C. B.

Concord
Lafferty, Parks M.
Marsh, M. L.

Dallas
Summey, K. M.

Danville, Va.
Layden, H. W.

Davidson
Goodrum, C. S.
Jetton, W. A.

Duke
Fitchett, C. E.
Thomas, E. R.

DUNN
Grantham, G. K.
Hood, D. H.
Hood, Paul C.
Lee, P. A.

DURHAM
Bernard, Germain
Boone, D. L.
Coleman, H. G.
Council, C. T.
Haywood, L. L.
King, H. L.
Mabry, W. A.
Rea, Verne
Rogers, R. P.
Rogers, W. F.
Sessoms, M. M.
Spencer, J. A.
Strayhorn, W. F.
Tillett, E. N.
Turner, T. A.
Vaughan, P. W.

DURHAM, EAST
Boone, J. T.
King, J. R.

DURHAM, WEST
Clark, C. B.

EDENTON
Leggett, W. A.
Sutton, J. L.

ELIZABETH CITY
Atwater, G. M.
Bell, Frank R.
Boon, H. H.
Etheridge, S. G.
Jacocks, F. G.
Overman, H. S.

ELKIN
Haymore, J. B.

ELM CITY
White, H. G.

ENFIELD
Foster, Caney

FAIR BLUFF
Jones, Jno. B.

FAIRMONT
Winstead, O. P.

FAYETTEVILLE
Briles, D. T.
Byrd, George
Horne, H. R.
Horne, W. W.
McKethan, H. A.
Sedberry, C. D.
Sedberry, H. S.
Stewart, J. M.

FRANKLIN
Smith, Frank T.

FRANKLINTON
Joyner, J. D.

FUQUAY SPRINGS
Elliott, A. G.

GASTONIA
Wetzell, W. L.

GIBSONVILLE
Wharton, Lee A.

Goldsboro
Brown, Hy. C.
Hill, John H.
Miller, C. B.
Robinson, Dr. M. E.
Tolar, J. H., Jr.
Waters, G. W.

Graham
Hardee, A. K.

Greensboro
Bradly, J. P.
Fordham, C. C.
Harrison, E. R. V.
Hilton, Charles M.
Howerton, Jno. L.
Jernigan, Rupert
McDuffie, R. A.
Mattox, A. M.
Pemberton, T. R.
Smith, W. O.
Trent, John A.

Greenville
Brown, J. K.
Horne, C. J. O'H.
Warren, B. S.

Hamlet
Birmingham, Jno. S.

Henderson
Dorsey, Melville
Kerner, L. C.
May, T. H.
Parker, W. W.
Rowland, Geo. J.

Hendersonville
Griffith, Wiltshire
Hesterly, L. E.
Hunter, F. V.
Justus, W. H.

Hickory
Lutz, Horace C.

High Point
Hart, J. A.
Matton, G. A.
Ring, C. A.
Ring, W. A.
Seawell, C. C.

Hillsboro
Andrews, Chas. M.
Hayes, W. A.
Rimmer, Eugene

Jonesboro
Tally, Hugh A.

Kenly
Fulghum, R. T.

Kings Mountain
Barnes, E. W.
Finger, F. E.

Kinston
Ashford, A. J.
Hood, J. E.
Hood, W. D.
Lewis, R. B.
Stainback, T. E.
Temple, J. O.

Laurinburg
Matthews, W. S.

LENOIR
Marley, Fred. H.
Shell, J. E.

LILLINGTON
Tugwell, J. B.

LINCOLNTON
Costner, B. P.

LITTLETON
Harrison, T. N., Jr.

LOWELL
Robinson, J. L.

LUMBERTON
Grantham, L. I.
McDonald, J. S.
McMillan, J. D.
Pope, H. L.

MARSHALL
Rhinehardt, C. B.

MAXTON
Barnes, B. S.
Barnes, Hugh A.
Mayberry, E. B.

MONROE
Blair, S. O.
Secrest, A. M.
Smith, Casper

MOORESVILLE
Goodman, G. C.
Miller, E. H.

MOREHEAD CITY
Chalk, S. A.

MORGANTON
Davis, E. B.
Greyer, C. P.
Riddle, H. L.

MOUNT OLIVE
Pemberton, D. C.

MOUNT PLEASANT
Moose, A. W.

MURFREESBORO
Nicholson, T. H.

NEW BERN
Anderson, J. M.
Bradham, C. D.
Hollowell, J. K.
Hunter, B. W.
Lane, W. A.
White, Luther
Wood, E. H.

NORLINA
Boyce, J. B., Jr.
Furman, R. L.

NORTH WILKESBORO
Brame, R. M.

OXFORD
Lyon, F. F.
Taylor, J. L.
Williams, A. H. A.

PETERSBURG, VA.
Robertson, E. G.

PITTSBORO
Pilkington, G. R.

RAEFORD
Reaves, L. A.

RALEIGH
Birdsong, E. G.

Boon, W. J.
Champion, R. C.
Coppedge, J. B.
Coppedge, J. W.
Coppedge, O. G.
Crabtree, Gilbert
Edgerton, E. O.
Faucette, W. P.
Hamlet, Peyton R.
Hancock, F. W.
Hicks, H. T.
Page, B. F.
Williams, R. I.

Randleman
Matthews, W. F.

Red Springs
Grantham, Hiram.
McMillan, Dr. J. L.
Townsend, J. H.

Reidsville
Gardner, T. L.

Rich Square
Bolton, J. C.

Rocky Mount
Brame, W. A.
Rose, Ira W.
Spencer, R. B.
Whitehead, J. D.

Roseboro
Tart, D. W.

Rosman
Morgan, R. S.

Roxboro
Brewer, S. O.
Thomas, E. E.

Rowland
Barker, E. J.
Lytch, J. E.
McNeill, G. K.

Salisbury
Carter, Samuel
Purcell, S. M.

Sanford
Crabtree, W. A.
Gurley, D. M.
Murchison, E. E.
Reid, W. W.

Scotland Neck
House, Joseph

Selma
Harper, C. P.
Stancill, J. H.

Shelby
Kendall, H. E.

Smithfield
Cannady, R. C.
Creech, D. H.
Hood, T. R.

Southport
Leggett, P. O.
Watson, G. Y.

Speed
Knight, C. V.

Spencer
Cooke, H. M.

SPRING HOPE
Culpepper, F. D.
Pike, E. L.

STAR
Mitchell, H. G.

STATESVILLE
Hall, W. F.
McKesson, L. W.
Sally, W. M.
Stimson, J. H.

SYLVA
Hooper, Fred. L.

TABOR
Elkins, V. B.
Franklin, O. E.

TARBORO
Cook, R. E. L.
Nicholson, A. T.
Rosenbaum, Carl
Zoeller, E. V.

THOMASVILLE
Thomas, Chas. R.

TROY
Loftin, J. U.

TRYON
Foster, J. C. C.
Missildine, E. E.

WAKE FOREST
Powers, L. B.

WARRENTON
Jones, Alpheus
White, W. R.

WARSAW
Brown, J. D.
Cox, C. L.
Wheless, R. E. L.

WASHINGTON
Davenport, Lee
Walton, J. B.
Worthy, F. S.

WENDELL
Brantley, Paul C.
Nowell, W. R.

WHITAKERS
Cutchins, J. C., Jr.

WILMINGTON
Bellamy, R. R.
Croom, J. L.
Elvington, D. A.
Fentress, H. L.
Fleming, C. H.
Futrelle, W. L.
Green, C. F.
Hardin, E. M.
Hardin, J. H.
Kelly, J. R.
Lord, C. A.
McManus, M. T. Y.
Miller, C. T.
Moore, B. C.
Niestlie, Wm.
Payne, H. E.
Salling, A. T.
Smith, J. A.
Woolard, E. W.

Wilson
Morrison, M. S.
Patterson, Alvis
Tarkenton, E. L.
Turlington, R. A.

Winston-Salem
Fishel, A. L.
Hopkins, V. O.
Hutchins, J. A.
James, A. A.
Landquist, T. E.
O'Hanlon, E. W.
Simpson, T. S.
Welfare, Sam. E.

Youngsville
Betts, J. R., Jr.

Zebulon
Daniel, E. C.

THIRTY-FIFTH ANNUAL REPORT

OF THE

North Carolina Board of Pharmacy

1916

NORTH CAROLINA BOARD OF PHARMACY

MEMBERS AND ORGANIZATION, 1916-17

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

E. V. Zoeller, Tarboro.....Term expires April 28, 1917
Ira W. Rose, Rocky Mount.....Term expires April 28, 1918
F. W. Hancock, Oxford.....Term expires April 28, 1919
W. W. Horne, Fayetteville.....Term expires April 28, 1920
C. P. Greyer, Morganton.....Term expires April 28, 1921

PRESIDENT

Edward V. Zoeller.....Tarboro

SECRETARY AND TREASURER

F. W. Hancock.....Oxford

ATTORNEY

B. S. Royster.....Oxford

REPORT OF F. W. HANCOCK

SECRETARY-TREASURER NORTH CAROLINA BOARD OF PHARMACY

Oxford, N. C., June 1, 1916.

To His Excellency, Locke Craig, *Governor,*

and to the North Carolina Pharmaceutical Association:

Sirs:—I have the honor to submit herewith the thirty-fifth annual report of the North Carolina Board of Pharmacy.

During the year two examinations were held, both in the city of Raleigh.

The eighty-fifth meeting took place June 10, 11 and 12, 1915, with the following members present: E. V. Zoeller, W. W. Horne, I. W. Rose, J. P. Stowe, and F. W. Hancock.

Mr. W. W. Horne, of Fayetteville, presented his commission from the Governor for a term of five years from April 28, 1915, as a member of the North Carolina Board of Pharmacy, and attached thereto was the prescribed oath of office taken before the clerk of the Superior Court of Cumberland County. He thereupon reëntered upon the duties of his office.

Sixty-nine (69) candidates appeared for examination, the theoretical being held in the Hall of the House of Representatives and the practical in the chemical laboratory of the A. & M. College.

The following, thirty-nine (39) in number, being successful, were duly registered and licensed:

Junius F. Andrews	Durham
Newton L. Beach	Morganton
George Byrd	Fayetteville
David L. Bland (Col.)	Sanford
Robert J. Boaz	Greensboro

George S. Blackwelder ..... Hickory
Edwin B. Davis ..... Morganton
Joe M. Davidson ..... Greensboro
Arthur L. Fishel ..... Winston-Salem
Gray B. Finley ..... Marion
Charles F. Gamble ..... Waxhaw
George D. Grimes ..... Robersonville
William L. Hand ..... Charlotte
Valentin C. Hamlin (Col.) ..... Raleign
Marion H. Hoyle ..... Canton
Roland H. Horton ..... Monroe
Richard H. Ingle ..... Charlotte
Augustus T. Kennedy (Col.) ..... New Bern
Edward V. Kyser ..... Rocky Mount
Thomas R. Koonce ..... Chadbourn
L. M. McKenzie ..... Lumberton
Robert L. Miller ..... Lawrenceville, Va.
Joseph A. Mills ..... Tabor
Benj. F. McMillan, Jr. ..... Red Springs
Charles D. Porter ..... Concord
Andrew S. Pope ..... Weldon
Joseph C. Powell ..... Biscoe
Carl D. Rosenbaum ..... Tarboro
Herbert Rives ..... Robersonville
Willie W. Smith ..... Waynesville
John L. Stephens (Col.) ..... Norfolk, Va.
Nathan J. Silverman ..... Wilmington
John H. Tolar, Jr. ..... Cedar Grove
Jesse E. Turlington ..... Benson
Edward W. Woolard ..... Scotland Neck
Junius C. Warren ..... Benson
Houston Wolfe ..... Spencer
Wayman W. Wiliams (Col.) ..... Fayetteville
Oliver P. Winstead ..... Nashville

The eighty-sixth meeting of the Board was held November 19 and 20, 1915, all members being present.

Forty-seven (47) candidates were examined at this meeting, the theoretical examination being held in the Hall of the House of Representatives and the practical work being done at the chemical laboratory of the A. & M. College.

The following eighteen (18) having made the required average, 75 per cent, or more, were registered and license issued them:

Roy M. Adams.....La Grange
Harrry H. Allen.....Shelby
James B. Boyce, Jr. .....Littleton
William H. Canaday.....Benson
Robert I. Dailey.....Reidsville
Fred Dees.....Pikeville
Earl J. Caton.....Charlotte
Emmitt E. Eearly.....Asheville
Howard T. Horsley.....Lowell
Arthur B. Macon.....Farmer
Crudup P. Mitchell.....Louisburg
Randall N. Mann.....High Point
Nello H. Merritt.....Carrboro
Sydnor L. Martin, Jr. .....Leaksville
Exum L. Pike.....Enfield
Harry L. Riddle.....Morganton
Floyd B. Sanders.....Fayettville.
James F. West.....Belmont

I report that I have, in the capacity of Inspector, visited and inspected during the year ending May 31, 1916, drug stores in the following towns: Black Mountain, Asheville, Biltmore, West Asheville, Hendersonville, Brevard, Clyde, Canton, Waynesville, Balsam, Sylva, Saluda, Bryson City, Whittier, Andrews, Murphy, Troy, Star, Aberdeen, Gastonia, Charlotte, Goldsboro, Mount Olive, Thomasville, Salisbury, Spencer, Durham, Shelby, Hamlet, Raleigh.

The following is the report of J. E. Shell, Assistant Inspector, for the year ending May 31, 1916:

Lenoir, N. C., May 31, 1916.

To the North Carolina Board of Pharmacy:

Dear Sirs:—I herewith submit the following report of the work as Assistant Inspector, for the year ending May 31, 1916 (each trip having been reported in detail to the Secretary of the Board):

During this time the folowing towns have been visited: Salisbury, Goldsboro, Warsaw, Kenansville, Wallace, Mt. Olive, Burgaw, Wilmington, Southport, Jacksonville, Hamlet, Rockingham, Hickory,

Lexington, Greensboro, Ramseur, Siler City, Liberty, Reidsville, Leaksville, Spray, Worthville, Asheboro, High Point, Conover, Newton, Burlington, Faith, China Grove, Landis, Kannapolis, Hiddenite, Troutman, Mt. Holly, Gastonia, Dallas, Charlotte, Swepsonville, Graham, Winston-Salem, Selma, Smithfield, Dunn, Four Oaks, Benson, Fayetteville, Linden, Hope Mills, Raeford, Aberdeen, Sanford, Southern Pines, Pinehurst, Candor, Star, Biscoe, Laurinburg, Wadesboro, Norlina, Weldon, Warrenton, Littleton, South Weldon, Halifax, Scotland Neck, Enfield, Rocky Mount, Sharpsburg, Nashville, Spring Hope, Wilson, Bailey, Middlesex, Wakefield, Zebulon, Wendell, North Wilkesboro, Wilkesboro, Elkin, Mount Airy, Walnut Cove, Rural Hall, Kernersville, Mocksville, Cooleemee, Statesville, Grover, Kings Mountain, Bessemer City, Marion, Cornelius, Paw Creek, Mooresville, Huntersville, Monroe, Waxhaw, Wingate, Marshville, Albemarle, Norwood, Belmont, Lowell and McAdensville.

Quite a number of irregularities have been found, and either corrected at the time or later through the assistance of the Secretary. Most of these irregularities consist of stores without registered help, several being in towns of less than 500. Some of these were corrected by physicians taking out permits, others by employing registered help.

The poison law is usually very well adhered to. The Harrison Act is to an extent driving some drug business into the drug stores, or its proper channel, therefore, assisting in making our Pharmacy law more effective. In justice to the druggists, as a rule, they are not only willing, but assist by information, or otherwise, to correct violations.

Respectfully submitted,

J. E. SHELL,
Assistant Inspector.

PROSECUTIONS

I report that at the October, 1915, term of the Superior Court of Gaston County Dr. T. L. LeRoy pleaded guilty and judgment was suspended by the court upon payment of cost. The said LeRoy was put under bond to appear at that court one year thence and show that he had complied with the State Pharmacy Law, or else forfeit his bond. Since this time, I am informed he has left for parts unknown.

Guy R. Ross, of Mount Olive, was indicted at the January, 1916, term of the Superior Court of Wayne County for violating the State Pharmacy Law by running his drug store at that place without a registered licensed pharmacist. The

case came up for trial at the May, 1916, term of court of said county. The said Ross pleaded guilty, and the court suspended judgment in his case upon payment of cost. He was also put under bond to appear at the spring, 1917, term of that court and show that he had complied with the requirements of the State Pharmacy Law or forfeit his bond.

By personal visitations, inspections, and correspondence, a large number of violations have been completely adjusted without having to resort to the courts. We have never resorted to the courts in the prosecution of cases except when we have been compelled to do so for the enforcement of the law.

Since the enactment and enforcement of the Harrison Anti-Narcotic Law by the Federal government, there has been less violation of the State Pharmacy Law.

It is very gratifying to know that the work along this line which is being done by the government has been of great value to our Board in the enforcing of our laws by bringing to our attention violations of the State law and by refusing to register any druggist who has not complied with the State law.

I am sure it will be further gratifying to you to know that the enforcement of the anti-narcotic laws, both on the part of the State and government, has not only regulated the sale, but has greatly decreased the use of the habit-forming drugs mentioned in the Harrison Act.

The following pharmacists, twelve in number, have died during the past year and their names have, therefore, been removed from the register:

Burton, Edward L.	Winston-Salem
Cole, Harold M.	Carthage
Everington, Geo, D., M.D.	Laurinburg
Ellis, Orren L., M.D.	Louisburg
Johnson, R. M., M.D.	Scotland Neck
Michaels, A. H.	Durham
Perry, H. W.	Yanceyville
Ross, Chas L.	Ayden

Sprague, J. F. ..... Raleigh
Simpson, Robert ..... Raleigh
Whitehead, E. T. ..... Scotland Neck
Worthen, B. S. ..... Spencer

The following registered pharmacists, thirty-one in number, failing to renew their license for the year ending August 31, 1915, their names were removed from the register in accordance with section 19 of the Pharmacy Law:

Ancrum, Edward W. (Col.) ..... Maxton
Alston, J. L. F. (Col.) ..... Albana, Ga.
Bogart, Malcolm N. ..... Washington
Bright, Christopher R. ..... Washington
Beck, William T. ..... Henderson
Bretsch, Albert ..... Raleigh
Cook, Walter M. ..... Salisbury
Cates, Claude H. ..... Burlington
Cordon, Joseph P. ..... Clayton
Cottle, Benjamin J. ..... Wilmington
Freeze, Rufus P. ..... Hendersonville
Greene, Jesse N. ..... Norfolk, Va.
Holt, Edwin M. ..... Savannah, Ga.
Houser, Dorus O. ..... Maxton
Johnson, Detroit D. (Col.) ..... Raleigh
Kyser, Howell R. ..... Rocky Mount
Moody, W. F. ..... Charlotte
Munds, James C. ..... Wilmington
Pelham, Samuel D. ..... Asheville
Pearsall, A. L. ..... Hope Mills
Pfafflin, H. A. ..... Indianapolis, Ind.
Ring, J. W., M.D. ..... Elkin
Roberson, George B. ..... Greensboro
Ramsey, William B. (Col.) ..... Greensboro
Spencer, W. B. ..... Norfolk, Va.
Stanley, John H., M.D. ..... Four Oaks
Smith, Newman A. ..... Charlotte
Sample, William A. ..... Statesville
Wooten, J. L. ..... Greenville
Whitley, Lawrence B. ..... Washington, D. C.
Williams Benjamin (Col.) ..... Charlotte

The following physicians, ten in number, holding permits to conduct drug stores in towns of five hundred or less inhabi-

tants, failing to renew their permits, were dropped from the list in accordance with section 19 of the Pharmacy Law:

Dr. Charles Emmet Lyday.....Rosman, Transylvania County
Dr. George William Mitchell.....Mecclesfield, Edgecombe County
Dr. Aris David Nicademus Whitley.....Unionville, Union County
Dr. Charles Greenberry Bryant.....Newland, Avery County
Dr. John Frederick Nash.....St. Pauls, Robeson County
Dr. Rubin Gray Tuttle.....Walnut Cove, Stokes County
Dr. Finley Green.....Newland, Avery County
Dr. Charles Edgar Wilkerson, ...Worthville, Randolph County
Dr. Julius Jackson Barefoot.....Swepsonville, Alamance County
Dr. Benjamin Robinson Graham.....Wallace, Duplin County

Permits to conduct drug stores in towns or villages of five hundred inhabitants or less were issued to the following physicians, fifteen in number:

Dr. Thomas Lacy Morrow.....Swepsonville, Alamance County
Dr. Flavius Eugene Hartsell.....Oakboro, Stanly County
Dr. Samuel Bryson Medford.....Clyde, Haywood County
Dr. John Boring Gibbs.....Burnsville, Yancey County
Dr. Dennis Luther Fox.....Worthville, Randolph County
Dr. William Law Orr.....Matthews, Mecklenburg County
Dr. Edwin Tate Sessoms.....Turkey, Sampson County
Dr. Adlai Stevenson Oliver.....Norlina, Warren County
Dr. Donald Harper Leeper.....Hiddenite, Alexander County
Dr. Thomas Dalton Crouch.....Stoney Point, Alexander County
Dr. Gideon Hunt Macon.....Norlina, Warren County
Dr. Wayman Chalmora Melvin.....Linden, Cumberland County
Dr. Jenness Morrill .....Falkland, Pitt County
Dr. John Samuel Talley.....Troutman, Iredell County
Dr. Jesse Womble Willcox.....Laurel Hill, Scotland County

Copies of original certificates were issued to the following:

Henry B. Sedberry.....Wilmington
Edward S. Warlick.....Asheville

The following pharmacists, ten in number, were reregistered:

Henry S. Eley.....Suffolk, Va.
Henry A. Fisher (Col.).....Wilmington
F. W. McNair (Col.).....Greensboro

Henry B. Sedberry.....Wilmington
D. C. Swindell.....Rocky Mount
Edward S. Warlick.....Asheville
Benjamin Williams (Col.).....Charlotte
Ralph E. Kibler.....Morganton
Lester A. Reeves.....Chapel Hill
Thos. S. Simpson.....Winston-Salem

Total number Registered Pharmacists.....875
Total number Physicians holding Permits..... 63
Total number candidates examined.....116
Total number candidates licensed..... 57

I herewith submit report of the receipts and disbursements for the current year as follows:

NORTH CAROLINA BOARD OF PHARMACY
In account with F. W. Hancock, Treas.

1915		CR.	
June	1.	By balance on Hand.....	$ 360.63
	10.	By am't rec'd from 69 candidates examined.....	345.00
Nov.	19.	By am't rec'd from 47 candidates examined.....	235.00
1916			
May	31.	By am't rec'd from renewal licenses, pharmacists	1,750.00
		By am't rec'd from renewal permits, physicians..	126.00
		By am't rec'd from cost State v. T. L. LeRoy....	50.10
		By am't rec'd from cost State v. G. R. Ross.....	5.90
		By am't rec'd from re-registrations, pharmacists.	30.00
		By am't rec'd from physicians' permits.....	45.00
		By am't rec'd from copies original certificates issued	2.00
			$2,949.63

1915		DR.	
June	1.	To am't paid Raleigh postoffice, stamps.....	$3.00
June	10.	To am't paid E. V. Zoeller, expenses and per diem	60.77
		To am't paid W. W. Horne, expenses and per diem	58.15
		To am't paid I. W. Rose, expenses and per diem.	53.50
		To am't paid J. P. Stowe, expenses and per diem.	56.80
		To am't paid F. W. Hancock, exp. and per diem..	35.00
June	12.	To am't paid C. F. Clayton, account.....	8.50
June	14.	To am't paid W. D. Terry, account Janitor.....	5.00
June	21.	To am't paid So. Express, account.....	.48
July	5.	To am't paid Oxford postoffice, stamps.....	5.00

July 6.	To am't paid Britt Printery, printing	$ 6.00
July 7.	To am't paid So. Express, account	.32
July 9.	To am't paid Raleigh postoffice, stamps	5.00
July 25.	To am't paid Britt Printery, printing	6.00
July 29.	To am't paid Oxford postoffice, postage	4.00
Aug. 2.	To am't paid Britt Printery, printing	6.00
Aug. 5.	To am't paid Raleigh postoffice, stamps	10.00
Aug. 10.	To am't paid Raleigh postoffice, stamps	6.00
Aug. 20.	To am't paid Raleigh posoffice, stamps	3.90
Aug. 30.	To am't paid Raleigh postoffice, postage	5.45
Sept. 1.	To am't paid Alfred Williams Co., stationery	.30
Sept. 5.	To am't paid Raleigh postoffice, stamps	4.10
Sept. 8.	To am't paid W. W. Horne, fees to State for commission	5.00
Sept. 13.	To am't paid Raleigh postoffice, stamps	4.00
Sept. 21.	To am't paid W. U. Telegraph Co., telegrams	.52
Sept. 25.	To am't paid Oxford postoffice, postage	5.00
Sept. 30.	To am't paid Edwards & Broughton Pub. Co., printing	5.50
Oct. 1.	To am't paid American Surety Co., Sec.-Treas. bond	4.00
Oct. 1.	To am't paid Miss Maud Reid, printing	.75
Oct. 4.	To am't paid Raleigh P. O. (postage)	3.50
Oct. 12.	To am't paid Raleigh P. O. (postage)	2.00
Oct. 30.	To am't paid Raleigh P. O. (postage)	4.00
Oct. 30.	To am't paid W. T. Terry (rubber stamps)	.30
Nov. 5.	To am't paid Raleigh P. O. (stamps)	5.00
Nov. 9.	To am't paid Gaul Lithographic Co. (certificates)	15.00
Nov. 10.	To am't paid So. Express Co. (expressage)	.42
Nov. 11.	To am't paid Thompson Electric Co. (desk lamp)	4.15
Nov. 16.	To am't paid James E. Thiem (stationery)	1.85
Nov. 16.	To am't paid So. Express Co. (expressage)	.29
Nov. 16.	To am't paid Henry B. Gilpin Co. (drugs)	3.50
Nov. 16.	To am't paid Henry B. Gilpin Co. (drugs)	1.75
Nov. 20.	To am't paid W. D. Terry (janitor)	5.00
Nov. 20.	To am't paid W. W. Horne (expenses and per diem)	45.11
Nov. 20.	To am't paid E. V. Zoeller (expenses and per diem)	52.90
Nov. 20.	To am't paid I. W. Rose (expenses and per diem)	46.32
Nov. 20.	To am't paid J. P. Stowe (expenses and per diem)	50.35
Nov. 20.	To am't paid F. W. Hancock (expenses and per diem)	30.00
Nov. 20.	To am't paid C. F. Clayton (account)	11.00
Nov. 24.	To am't paid So. Express Co. (expressage)	.28

Nov. 24	To am't paid So. Express Co. (expressage)	$ .43
Dec. 4.	To am't paid Britt Printery (printing)	1.50
Dec. 11.	To am't paid Raleigh P. O. (stamps)	4.00
Dec. 11.	To am't paid Whitall-Tatum Co. (account)	6.00
Dec. 17.	To am't paid So. Express Co. (expressage)	.51
Dec. 24.	To am't paid B. S. Royster (attorney's fee)	25.00
Dec. 30.	To am't paid E. M. Uzzell & Co. (printing)	33.50
Dec. 30.	To am't paid F. W. Hancock (material, etc., prac. ex.)	6.95
1916.		
Jan. 13.	To am't paid Raleigh P. O. (stamps)	6.50
Jan 15.	To am't paid N. Asso. Boards Pharmacy (dues)	15.00
Jan. 18.	To am't paid So. Express Co. (expressage)	.29
Jan. 19.	To am't paid So. Express Co. (expressage)	.26
Feb. 10.	To am't paid So. Express Co. (expressage)	.28
Feb. 16.	To am't paid Raleigh P. O. (stamps)	6.50
Mar. 3.	To am't paid Raleigh P. O. (stamps)	5.00
Apr. 8.	To am't paid H. B. Gilpin Co. (drugs)	2.74
Apr. 20.	To am't paid Raleigh P. O. (stamps)	5.00
Apr. 22.	To am't paid Britt's Printery (printing)	2.25
May 9.	To am't paid Raleigh P. O. (stamps)	3.50
May 10.	To am't paid H. B. Gilpin Co. (drugs)	4.18
May 15.	To am't paid H. B. Gilpin Co. (drugs)	13.39
May 18.	To am't paid Seaboard R. R. Co. (freight)	1.28
May 19.	To am't paid H. B. Gilpin Co. (drugs)	2.81
May 24.	To am't paid Whitall-Tatum Co. (rubber spatulas)	3.53
May 27.	To am't paid W. T. Terry (rubber stamps)	.90
May 28.	To am't paid Seeman Printery	40.00
May 31.	To am't paid Chas. P. Greyer (fees to State for commission)	5.00
May 31.	To am't paid F. W. Woolworth Co. (towels)	4.50
May 31.	To am't paid J. C. Brantley (specimens and boxes)	2.15
May 31.	To am't paid Alderman & Co. (wooden dishes)	1.00
May 31.	To am't paid Britt's Printery (printing)	1.50
May 31.	To am't paid T. H. Briggs & Son (hammer handles)	1.35
May 31.	To am't paid Edwards & Broughton Printing Co. (printing)	9.50
May 31.	To am't paid W. H. King Drug Co. (Drugs)	18.41
May 31.	To am't paid per diem (Shell) Sept., 1915	45.00
May 31.	To am't paid trav. expenses (Shell). Sept., 1915	45.96
May 31.	To am't paid trav. expenses (Shell), Oct., 1915	40.05
May 31.	To am't paid per diem (Shell), Oct., 1915	40.00
May 31.	To am't paid trav. expenses (Shell), Nov., 1915	46.81
May 31.	To am't paid per diem (Shell), Nov., 1915	50.00

May	31.	To am't paid trav. expenses (Shell), Dec., 1915..$	36.79
May	31.	To am't paid per diem (Shell), Dec., 1915.....	40.00
May	31.	To am't paid trav. expenses (Shell), Jan., 1916..	27.93
May	31.	To am't paid per diem (Shell), Jan., 1916.....	25.00
May	31.	To am't paid trav. expenses (Shell), Feb., 1916..	54.35
May	31.	To am't paid per diem (Shell), Feb., 1916.....	60.00
May	31.	To am't paid trav. expenses (Shell), March, 1916	41.63
May	31.	To am't paid per diem (Shell), March, 191.....	45.00
May	31.	To am't paid trav. expenses (Shell), April, 1916..	43.36
May	31.	To am't paid per diem (Shell), April, 1916.....	45.00
May	31.	To am't paid trav. expensees (Shell), May, 1916..	26.63
May	31.	To am't paid per diem (Shell), May, 1916.....	40.00
May	31.	To am't paid trav. exp. (Hancock), June, 1915...	5.80
May	31.	To am't paid per diem (Hancock), June, 1915...	10.00
May	31.	To am't paid per diem (Hancock), July, 1915....	75.00
May	31.	To am't paid trav. expenses (Hancock), July, 1915	58.50
May	31.	To am't paid trav. exp. (Hancock), Aug., 1915...	61.50
May	31.	To am't paid per diem (Hancock), Aug., 1915...	75.00
May	31.	To am't paid trav. exp. (Hancock), Oct., 1915...	25.25
May	31.	To am't paid per diem (Hancock), Oct., 1915....	25.00
May	31.	To am't paid trav. exp. (Hancock), Sept., 1915..	15.00
May	31.	To am't paid per diem (Hancock), Sept., 1915...	15.00
May	31.	To am't paid trav. exp. (Hancock), Jan., 1916...	10.75
May	31.	To am't paid per diem (Hancock), Jan., 1916....	10.00
May	31.	To am't paid trav. exp. (Hancock), May, 1916...	5.50
May	31.	To am't paid per diem (Hancock), May, 1916....	5.00
May	31.	To am't paid salary of Secretary-Treasurer.....	600.00
May	31,	To balance	313.35
			$2.949.63

Respectfully submitted,

F. W. HANCOCK,

Secretary-Treasurer.

NORTH CAROLINA BOARD OF PHARMACY

BY-LAWS

Two regular meetings of the Board for the Examination of candidates and for such other business as may come before them shall be held every year in the City of Raleigh at such dates as may be fixed by the Board.

Special meetings may be held when called by the President, or on written request of three members of the Board at such times and places as may be stated in the call. At special meetings, only the business stated in the call shall be considered.

The officers of the Board shall consist of a President and a Secretary-Treasurer. The terms of these officers shall run through the period of their membership of the Board, unless the Board should desire to end the terms of either or both sooner.

The President shall have general supervision of the business and examinations, and with the Secretary-Treasurer shall report at every regular meeting the matters that have had attention since the last meeting.

The Secretary-Treasurer shall be the executive officer to perform such duties as are imposed upon him by the Pharmacy Act, and such others as the Board from time to time may direct. At every regular meeting he shall furnish a detailed statement of all receipts and expenditures for approval, and at each annual meeting a complete financial statement of the past fiscal year's business. He shall furnish bond in an approved surety company for one thousand dollars, the premiums to be paid by the Board, for the faithful collection and disbursing of all funds coming into and passing from his hands. The bond should be filed with and remain in the custody of the President. He shall be the custodian of the books and papers of the Board, and at each annual meeting present an inventory of all the property in his care. This responsibility of a Secretary-Treasurer going out of office shall not be ended until he shall present to the Board a receipt from his successor for said property.

No By-Laws or Rule of the Board shall be added to, changed or suspended without the concurrence of three members at a regular meeting.

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

RULES FOR THE GOVERNMENT OF THE NORTH CAROLINA BOARD OF PHARMACY

Examinations shall be mainly written, and divided under four heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.
3. Practical Pharmacy, including prescription criticism and reading, with identification of galenicals.
4. Pharmaceutical Chemistry, with identification of chemicals.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent, with not less than sixty per cent under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

QUESTIONS USED AT EXAMINATIONS HELD IN RALEIGH ON JUNE 6 AND 7, 1916

(Required to Pass: general average, 75 per cent; branches, minimum, 60 per cent.)

RULES

Candidates must not communicate in any way with another; nor give, receive, or use, any unsanctioned means of information.

Questions to examiners must be asked without moving from seat and loud enough for all to hear.

Answer the questions by number, and where there are subdivisions start each on new line. Proportionate credit will be allowed for partial answers.

Incorrect spelling or grammar and bad handwriting will detract from final rating.

Three hours' time allotted in which to complete examination in each branch.

MATERIA MEDICA, TOXICOLOGY AND POSOLOGY

(Greyer)

1. (a) What is the difference between the physiological action and the therapeutic properties of drugs? (b) which is meant when the medical property of a drug is referred to? (c) What is meant by the cumulative action of a drug, giving examples.

2. Give the English name and official part of the following:

Brassica nigra,	Cucurbita pepo,
Smilax officinalis,	Exogonium purga,
Picraena excelsa,	Rhamnus purshiana,
Barosma betulina,	Cassia acutifolia,
Papaver somniferum,	Claviceps purpurea,

3. Benzoinum. (a) Give official definition. (b) Habitat. (c) What two acids does it contain? (d) For what morbid state of the urine is the characteristic acid usually given?

4. Valeriana. (a) Give official definition. (b) Habitat. (c) What country furnishes best commercial supply? (d) Medical property? (e) What constituent of the drug represents its medical action? (f) Name its three official preparations.

5. Belladonna. (a) Give parts used. (b) Official definitions. (c) Habitat. (d) Give a general botanical description of this poisonous plant. (e) Give general antidotal treatment. (f) What drug is its physiological antagonist? (g) Define the term mydriatic. (h) Give example of a myotic drug. (i) Which is the strongest official liquid preparation of Belladonna and from what part of the plant is it made. (j) The strongest Solid preparation and from what part made? (k) From which peparation is the Emplastrum made? (l) Name two official pills of which the extract is an ingredient.

6. Scoparius. (a) Give English synonym. (b) Give official definition. (c) Medical properties. (d) Names of the neutral principle and official alkaloid contained as active constituents. (e) Official preparation.

7. Bismuth. (a) What is this substance and describe its appearance? (b) Name three of its official solid forms. (c) What dangerous impurity may they contain? (d) Medical properties or uses.

8. Digestive Ferments. (a) What are enzymes? (b) What is the source of Pepsin? (c) Official strength? (d) What class of foods does it modify? (e) Name a synergistic medium. (f) Give the source of Pancreatin. (g) Describe three different actions from the ferments it contains. (h) What is its standard strength?

9. (a) Define a local poison. (b) A systemic poison. Give symptoms and emergency treatment of poisoning by: (c) Antipyrin, (d) Hydrated Chloral, (e) Sulphuric Acid.

10. Give medical properties and adult doses of following:

Sodium Arsenate,	Terpin Hydrate,
Ether,	Betanaphthol,
Lime Water,	Tincture Lobelia,
Oleoresin of Aspidium,	Fluidextract Colchicum,
Cerium Oxalate,	Fluidextract Uva Ursi,
Benzoic Acid,	Extract Belladonna,
Tincture Aconite,	Aromatic Sulphuric Acid,
Oil Peppermint,	Dilute Hydrocyanic Acid,
Lead Acetate,	Sodium Nitrite,
Tincture Kino,	Reduced Iron,

PHARMACEUTICAL CHEMISTRY

(Horne)

1. Classify the following chemically, selecting from the list: (a) an oxide, (b) a double salt, (c) a carbonate, (d) an alkaloid, (e) an acid salt, (f) an organic oxide, (g) a ketone, (h) a hydrocarbon, (i) an ester, (j) an alcohol, (k) a trioxide, (l) an organic acid, (m) a silicate, (n) an alkaloidal salt, (o) a carbohydrate.

Atropine	Saccharum	Eucalyptol
Prepared Chalk	Methyl Salicylate	Glycerin
Kaolin	Magnesia	$KNaC_4H_4O_6$
Chromic Acid	$NaHCO_3$	Codeine Sulphate
Tannin	Acetone	Naphthalene

2. Define (a) fractional distillation, (b) destructive distillation. (c) Mention two medicinal products obtained by destructive distillation.

3. What is the general composition of the several definite salts termed Alums? Which is the official alum? How may it be distinguished from ammonium alum? What is exsiccated alum? What occurs when potassium hydroxide test solution is added to an aqueous solution of official alum?

4. Name the official products in the manufacture of which reactions occur which are represented by the following equations:

(a) $Zn+2HCl=ZnCl_2+H_2$
(b) $CH_3OH+O=CH_2O+H_2O$
(c) $HgCl_2+2NH_4OH=NH_4Cl+HgNH_2Cl+2H_2O$
(d) $K_2CO_3+FeSO_4=FeCO_3+K_2SO_4$
(e) $HgO+2HNO_3=Hg(NO_3)_2+H_2O$

5. Explain why soaps, chemically considered, are salts. To what class of oils do the following belong: (a) oil of theobroma? (b) expressed oil of almond? (c) oil of turpentine? Mention some synthetic products which are chemically identical with volatile oils.

6. Describe a chemical test by which you could quickly differentiate between: (a) calomel and bismuth subnitrate, (b) salicylic acid and quinine sulphate.

7. Given two unlabeled packages, one containing oxalic acid the other epsom salt, how could you identify the two substances by chemical tests?

8. Explain the terms: (a) Acidimetry, (b) Alkalimetry, (c) What are the usual solvents in treating or preparing a drug for alkaloidal assay? (d) Name one alkaloidal reagent that indicates by precipitation, (e) one by coloration.

9. How does the normal volumetric solution of sodium chloride differ from a physiological salt solution? What is meant by physiological assay of a drug?

10. How much salicylic acid and sodium bicarbonate would be required to produce sufficient sodium salicylate to fill the following prescription:

℞ Sodium salicylate		ʒx
Water	q. s.	℥viii

$HC_7H_5O_3+NaHCO_3=NaC_7H_5O_3+H_2O+CO_2$

Molecular weight of salicylic acid=137.01, of sodium bicarbonate=83.43, of sodium salicylate=158.89.

PHARMACY

(ROSE)

1.	℞ Acetanilidi	4.00 Gm.
	Codein. Sulph.	.30 "
	Caffein. Cit.	.65 "
	Sod. Bicarb.	2.00 "
	M et Ft. Chart No. xii	

(a) What quantity of each ingredient would be contained in each powder of the above prescription? (b) Tell how you would prepare

and state best method of dividing powders to obtain accuracy. (c) Name five official powders.

2. (a) Name ten U. S. P. liquid acids. (b) Which is known as Aqua Regia? (c) Elix. Vitrol? (d) What is the strength of the diluted mineral acids? (e) Tell how to prepare Aromatic Sulphuric Acid. (f) What is the general antidote for acids?

3. (a) What are the ingredients and how would you prepare Mistura Glycyrrhizae Comp.? (b) How do official Mixtures as a class differ from Solutions? (c) How should they be dispensed?

4. (a) Give official title for each of the following: Blue Stone, Litharge, Lunar Caustic, Sugar Lead, Red Precipitate. (b) How would each of these substances be affected if left exposed to the air? (c) How should they be kept?

5. (a) Name ingredients used in preparing Black Wash, N. F. (b) Yellow Wash, N. F. (c) What substance gives color to the finished product in each case? (d) How do Lotions differ from Liniments?

6. (a) Tell concisely how to prepare Syrup Iodide of Iron. (b) How would you account for the brownish color sometimes acquired by this syrup? (c) Tell how the original color may be restored? (d) What is the object of the addition of Hypophosphorous Acid to this syrup? (e) How should it be kept?

7. (a) If in making Extract of Nux Vomica it assayed 6.5 per cent Strychnine when evaporated to dryness, how would you standardize it to 5 per cent? (b) How do powdered Extracts differ from soft Extracts? (c) How do Extracts differ from Resins?

8. (a) Give official names of the following oils and tell whether each is volatile or fixed:

Oil Pennyroyal,	Cod Liver Oil,
Castor Oil,	Linseed Oil,
Sweet Oil,	Oil Peppermint,
Oil of Birch,	Oil Tar,
Oil of Nutmeg,	Cottonseed Oil.

9. Calculate a formula for 5 lbs., and 500 Gms., respectively, of Borated Talcum Powder to contain Boric Acid 6 parts, Starch 10 parts, Talcum 84 parts.

10. A certain Hot Water bottle is quoted at $120 per gross, with 40% and 10% off, with an additional 2% for cash. (a) What is the net cost of each bottle? (b) At what price should each be sold to realize a gross profit of 50%?

PRACTICAL DIVISION.

11. Write in unabbreviated English, translations of the ingredients, quantities, and directions for compounding or to patient, of the five prescriptions contained in envelope.

12. Criticise minutely the following prescriptions for dosage and incompatibilities, or if none exist give manner of compounding:

A

℞ Syr. Ferri Iod.	ʒiv
Liq. Pot. Arsen.	ʒiii
Sod. Salicyl.	ʒiv
Syr. Prun. Virg.	ʒiv
Ess. Pepsin.	ad ℥iii

M Sig., ʒi in Aq. t. i. d.

B

℞ Acid. Salicylic	
Sod. Bicarb.	aa ʒss
Caffein Cit.	gr. xv
Spir. Aeth. Nit.	ʒss
Aquae	ad ℥iii

M. Sig., ʒi q. 4 hrs.

C

℞ Gray Powder	.65
Po. Rhubarb	.065
Po. Ipecac.	.15
Sod. Bicarb	.3

D. t. d. Pulv. No. x

Sig., One a. c. t. i. d.

D

℞ Nitroglycerin	g. r. v
Potass. Iod.	ʒiv
Sod. Brom.	ʒv
FE. Sarsap.	ad ℥iii

M. Sig., ʒi in aq. q. 4 hrs.

E

℞ Hexamethylenamine	.4
Pot. Acetat.	.8

M. Ft. Caps. No. xii

Sig., one every 3 hours.

13. Recognize five each Chemical, Materia Medica, and Pharmaceutical specimens that will be submitted.

14. (a) In compliance with the State Pharmacy Law, what information must be gotten from the purchaser before delivering poisons? (b) How must they be labeled? (c) Which must be recorded?

15. Is there any difference in the habit-forming drugs named in the State and Federal Anti-narcotic Laws? What special penalty applies to licensed pharmacists, physicians, dentists, and veterinarians for violating the State Law?

16. (a) Name the habit-forming drugs, the distribution or handling of which are governed by the Harrison Anti-narcotic Act? (b) What substances and limits of strength are exempt? (c) What information must the prescription show in order to permit the pharmacist to dispense? (d) How must the prescription be filed? (e) How long kept?

LABORATORY WORK AT A. & M. COLLEGE.

Insert your identification number at once. Perform all work in order given below.

You will be scored for neatness and correctness of work and quality of finished product.

TINCTURE QUASSIAE, U. S. P.

Quassia, No. 50 powder,	100 Gm.
Alcohol (35%), Water (65%), sufficient to make	500 Cc.

Moisten with 30 Cc. of menstruum.
Transfer to percolator without pressing the powder.
Allow to stand until all other work has been done, then pack firmly.
☞Call an examiner and in his presence pour on enough menstruum to leave a stratum above.

UNGUENTUM HYDRARGYRI OXIDI FLAVI, U. S. P.

Yellow Mercuric Oxide	2.5 Gm.
Water	2.5 Gm.
Hydrous Wool-fat	10.0 Gm.
Petrolatum	10.0 Gm.

Triturate Oxide with Water until smooth.
Add Wool-fat in divided portions.
Incorporate thoroughly with Petrolatum, avoiding contact with metallic utensils.
☞Dispense in box provided and put your number thereon.

POWDERS.

Pulv. Zingib.	Gr. xxx
Magnes. Oxid. Pond.	3ii
Pulv. Rhei	3i

M. Ft. Chart. No. xii.
☞Leave finished powders on this examination sheet.

PILLS.

Ferr Sulph. Exsic.	Gr. xxx
Strych. Sulphas	Gr. ¼
Arseni Trioxidum	Gr. ½

M. Ft. Pil. No. xii
Write here name of excipient used.
☞Dispense in box provided and put your number thereon.

EMULSUM OLEI TEREBINTHINAE, U. S. P.

Rectified Oil of Turpentine		15 Cc.
Expressed Oil of Almond		5 Cc.
Syrup		25 Cc.
Acacia, in fine powder		15 Gm.
Water,	sufficient to finish	100 Cc.

Emulsify.

☞Dispense in bottle provided and put your number thereon.

Upon completion of all the work, clean all utensils, leaving same and your work-place in perfect order.

Leave this examination sheet at your work-place.

LIST OF REGISTERED PHARMACISTS IN NORTH CAROLINA

Revised September 1, 1916.

A

1. Abernethy, J. G. ..... Lenoir
2. Adams, J. L. ..... Gastonia
3. Adams, E. C. ..... Gastonia
4. Adams, R. McC. ..... LaGrange
5. Aiken, J. H. ..... Hickory
6. Aiken, L. W. ..... Asheville
7. Aldhiser, H. H. ..... Broadway, Va.
8. Alexander, O. T. ..... Waynesville
9. Allen, W. S. ..... Reidsville
10. Allen, W. W. ..... Hendersonville
11. Allen, H. H. ..... Shelby
12. Allison, T. B. ..... Asheville
13. Amiss, J. T. ..... Asheville
14. Anderson, J. M. ..... New Bern
15. Andrews, C. M. ..... Hillsboro
16. Andrews, F. J. ..... Durham
17. Andrews, J. P. ..... Albemarle
18. Andrews, R. H. ..... Chapel Hill
19. Andrews, J. F. ..... Morven
20. Arps, P. M. ..... Plymouth
21. Ashcraft, H. C. ..... Marshville
22. Ashcraft, L. C. ..... Raleigh
23. Ashford, A. J. ..... Kinston
24. Atwater, G. M. ..... Elizabeth City
25. Austin, T. E. ..... Roxboro
26. Avinger, N. S. ..... Rocky Mount

B

27. Bailey, L. A. ..... Charlotte
28. Baker, J. P. ..... Mount Olive
29. Baker, H. D. ..... Bartlesville, Okla.
30. Baldwin, Penrose ..... Asheville
31. Ballance, J. R. ..... Nashville
32. Ballew, J. G. ..... Lenoir
33. Banner, John ..... Mount Airy
34. Barham, W. K. ..... Warrenton
35. Barker, Wm. R. ..... Salisbury
36. Barker, E. J. ..... Rowland
37. Barker, W. B. ..... Greensboro
38. Barkley, D. E. ..... Franklinton
39. Barnes, B. S. ..... Maxton
40. Barnes, E. W. ..... Kings Mountain
41. Barnes, H. A. ..... Hendersonville
42. Barnhill, W. L. ..... Morehead City
43. Barnhill, Miss Mabel ..... Bethel
44. Barrett, A. F. ..... Burlington
45. Bateman, W. C. ..... Asheville
46. Battle, J. P., M. D. ..... Nashville
47. Baucom, A. V. ..... Apex
48. Beach, N. L., Jr. ..... Morganton
49. Beard, J. G. ..... Chapel Hill
50. Beatty, J. M. ..... Charlotte
51. Beavans, W. E. ..... Enfield
52. Beck, R. T. ..... Germanton
53. Beddingfield, E. T. ..... Raleigh
54. Bell, H. M. ..... Windsor
55. Bell, G. M., M. D. ..... Wakefield
56. Bell, F. R. ..... Elizabeth City
57. Bellamy, R. R. ..... Wilmington
58. Bennett, K. E. ..... Bryson City
59. Bennett, A. M., M.D. ..... Bryson City
60. Berg, Jens ..... Southport

61. Bernard, Germain ..... Durham
62. Betts, J. R. ..... Macon
63. Betts, J. R., Jr. ..... Youngsville
64. Betts, J. A. ..... Charlotte
65. Biggs, W. H. ..... Williamston
66. Biggs, J. W. ..... Williamston
67. Biggs, Sylvester ..... Rockingham
68. Bingham, W. H. ..... Concord
69. Birdsong, E. G. ..... Raleigh
70. Birmingham, J. S. ..... Parkton
71. Bizzell, F. B. ..... Kinston
72. Blackwelder, G. S. ..... Hickory
73. Blair, R. K. ..... Charlotte
74. Blair, S. O. ..... Monroe
75. Blair, C. W. (col.) ..... Gastonia
76. Blake, J. H. ..... Saluda
77. Bland, D. L. (col.) ..... Charlotte
78. Blauvelt, W. H. ..... Asheville
79. Blue, A. F. ..... Laurinburg
80. Blue, D. S. ..... Southern Pines
81. Blythe, E. W. ..... Brevard
82. Boaz, R. J. ..... Burlington
83. Bobbitt, J. H. ..... Charlotte
84. Boddie, S. P. ..... Louisburg
85. Bogue, A. G. ..... Fremont
86. Bolton, J. C. ..... Rich Square
87. Bonner, Brem ..... Hickory
88. Boon, W. J. ..... Raleigh
89. Boon, H. H. ..... Elizabeth City
90. Boone, D. L. ..... Durham
91. Boone, J. T. ..... East Durham
92. Bost, J. E. ..... Nashville, Tenn.
93. Boyce, J. B., Jr. ..... Littleton
94. Bradham, C. D. ..... New Bern
95. Bradley, Augustus ..... Burlington

96. Bradley, J. P. ..... Greensboro
97. Bradsher, W. D. ..... Rocky Mount
98. Brady, C. A. ..... Newton
99. Brame, R. M. ..... North Wilkesboro
100. Brame, W. A. ..... Rocky Mount
101. Brandon, N. C. ..... Yanceyville
102. Brantley, P. C. ..... Wendell
103. Brantley, J. C. ..... Raleigh
104. Brewer, S. O. ..... Roxboro
105. Briles, D. T. ..... Fayetteville
106. Brinkley, J. H. ..... New Bern
107. Brittain, G. W. ..... Reidville
108. Brooks, J. F. ..... Hendersonville
109. Brown, B. W. ..... Nashville
110. Brown, J. D. ..... Warsaw
111. Brown, T. J. (col.) ..... Winston-Salem
112. Brown, W. C. ..... Winston-Salem
113. Brown, J. K. ..... Greenville
114. Brown, H. C. ..... Goldsboro
115. Brown, C. M., M. D. ..... Washington
116. Browning, H. R. ..... Littleton
117. Bruce, Jefferson ..... Hot Springs
118. Bryan, J. W. ..... Greenville
119. Bryant, W. D. ..... Tarboro
120. Buhmann, Walter ..... Winston-Salem
121. Bullock, T. C., M. D. ..... Autryville
122. Bunting, J. H. ..... Wilmington
123. Burnett, B. J. (col.) ..... Oak City
124. Burnett, J. P. ..... Whitakers
125. Burton, J. E. ..... Lonpoc, Cal.
126. Burwell, W. R. ..... Charlotte
127. Burwell, G. E. ..... Charlotte
128. Burwell, W. A. ..... Warrenton
129. Butler, R. F. ..... New Bern
130. Butler, A. B. ..... Roseboro

131. Byrd, Clement ..... Biltmore
132. Byrd, George ..... Winston-Salem

C

133. Caldwell, P. G. ..... Gastonia
134. Callahan, James ..... Winston-Salem
135. Canaday, R. C. ..... Four Oaks
136. Canaday, W. A. ..... Swansboro
137. Cannaday, W. H. ..... Benson
138. Cannon, C. L. ..... Robersonville
139. Capehart, C. T. ..... Charlotte
140. Cardwell, G. W., M. D. (col.) ..... Elizabeth City
141. Carmichael, W. C. ..... Asheville
142. Carpenter, O. B. ..... Stanly
143. Carpenter, F. L. ..... Kings Mountain
144. Carpenter, R. E. ..... Shelby
145. Carter, Jesse ..... Aberdeen
146. Carter, Jesse, Jr. ..... Aberdeen
147. Carter, Samuel ..... Salisbury
148. Carter, Stamey ..... Salisbury
149. Carter, E. R. (col.) ..... Winston-Salem
150. Cashwell, C. D. ..... Statesville
151. Cassel, A. S. ..... Wilkesboro
152. Cate, A. S. ..... Greensboro
153. Caton, E. J. ..... Charlotte
154. Chalk, S. A. ..... Morehead City
155. Champion, Roy ..... Raleigh
156. Chapman, D. S. ..... Durham
157. Chappell, J. C. ..... Raleigh
158. Cherry, J. L. ..... Sanford
159. Cherry, W. C. ..... Winston-Salem
160. Christian, J. B. (col.) ..... Winston-Salem
161. Clapp, Clarence ..... Newton
162. Clark, H. T. ..... Scotland Neck
163. Clark, C. B. ..... West Durham

164. Cline, H. E. ..... Baltimore, Md.
165. Cohen, W. M. ..... Weldon
166. Cole, J. F. ..... Carthage
167. Coleman, H. G. ..... Durham
168. Coleman, W. P. (col.) ..... Raleigh
169. Compton, J. W. ..... Salisbury
170. Congdon, G. G. ..... Phoebus, Va.
171. Conyers, Z. V. ..... Greensboro
172. Cook, A. J. ..... Fayetteville
173. Cook, R. E. L. ..... Tarboro
174. Cooke, H. M. ..... Spencer
175. Cooke, E. S. ..... Goldsboro
176. Cooper, H. S. S. ..... Weldon
177. Cooper, J. B. ..... Statesville
178. Coppedge, J. W. ..... Greensboro
179. Coppedge, O. G. ..... Raleigh
180. Coppedge, J. B. ..... Raleigh
181. Costner, B. P. ..... Lincolnton
182. Costner, F. L. ..... Charlotte
183. Council, C. T. ..... Durham
184. Cox, L. H. ..... Belmont
185. Cox, M. H. ..... Asheville
186. Cox, G. M. ..... Lowell
187. Cox, C. L. ..... Clinton
188. Cox, B. T., M.D. ..... Winterville
189. Crabtree, C. A. ..... East Durham
190. Crabtree, Gilbert ..... Raleigh
191. Crabtree, E. P. ..... Henderson
192. Cranmer, J. B., M.D. ..... Wilmington
193. Craven, C. H. ..... Wilmington
194. Crawford, E. P. ..... Mocksville
195. Creech, D. H. ..... Smithfield
196. Crews, E. T. ..... Oxford
197. Croom, R. D. ..... Maxton
198. Crowell, T. A. ..... Monroe

199. Culpepper, F. D. ..... Henderson
200. Currie, A. D. ..... Salisbury
201. Curtis, G. C. ..... Atkinson
202. Cutchin, J. M., Jr. ..... Whitakers

D

203. Dailey, R. I. ..... Reidsville
204. Dameron, E. L. ..... Star
205. Daniel, E. C. ..... Zebulon
206. Daniel, F. L. (col.) ..... Salisbury
207. Davenport, P. E. ..... Plymouth
208. Davenport, Lee ..... Washington
209. Davidson, J. M. ..... Haw River
210. Davis, George, M. D. ..... Beaufort
211. Davis, J. E. ..... Raleigh
212. Davis, R. L., M. D. ..... Bryson City
213. Davis, E. M. ..... Roxboro
214. Davis, I. I., Jr. ..... Concord
215. Davis, J. R. ..... Marion
216. Davis, K. W. ..... Greensboro
217. Davis, H. E. ..... Andrews
218. Davis, J. W. ..... Edenton
219. Davis, E. B. ..... Morganton
220. Dawson, B. T. ..... Tarboro
221. Dawson, M. P. ..... Tarboro
222. Dawson, W. W., M. D. ..... Grifton
223. Dees, Fred ..... Pikeville
224. Deitz, R. Y. ..... Statesville
225. Detter, E. E. ..... Hendersonville
226. Dew, S. B., M. D. ..... Bailey
227. Dinwiddie, P. H. ..... West Asheville
228. Dixon, R. L. ..... Milton
229. Dodson, J. A. (col.) ..... Durham
230. Dorsey, Melville ..... Henderson
231. Douglas, J. D. (col.) ..... Rocky Mount

232. Duffy, F. S. ..... New Bern
233. Duffy, Leinster, M. D. ..... New Bern
234. Dunn, R. A. ..... Charlotte
235. Dunn, Henry ..... Kinston
236. Dunston, C. W. (col.) ..... Raleigh
237. Dye, Maleria Elizabeth, (col.) ..... Durham

E

238. Eagles, J. L. (col.) ..... Charlotte
239. Early, E. E. ..... Asheville
240. Eason, C. W. ..... Princeton
241. East, J. S. ..... Elk Park
242. Eaton, J. H. (col.) ..... Reidsville
243. Edgerton, E. O. ..... Raleigh
244. Edwards, T. N. ..... Charlotte
245. Eldridge, Julius ..... Winston-Salem
246. Eley, H. S. ..... Suffolk, Va.
247. Elkins, V. W. B. ..... Tabor
248. Ellington, C. W. ..... Raleigh
249. Ellington, R. A. ..... Madison
250. Elliott, A. G. ..... Fuquay Springs
251. Elvington, D. A. ..... Wilmington
252. Etheridge, S. B. ..... Washington
253. Etheridge, S. G. ..... Elizabeth City
254. Eubanks, C. L. ..... Chapel Hill
255. Eubanks, J. N. ..... Pittsboro

F

256. Faucette, W. P. ..... Raleigh
257. Faucette, H. F. ..... Raleigh
258. Faulconer, R. C. ..... Sanford
259. Fentress, H. L. ..... Wilmington
260. Fetzer, Chas. ..... Reidsville
261. Fetzer, F. G. ..... Wadesboro
262. Few, Vernon ..... Hendersonville

263. Field, D. M. ..... Hertford
264. Field, G. S. ..... Coats
265. Fields, J. T. ..... Laurinburg
266. Fields, W. L. ..... Laurinburg
267. Finger, F. E. ..... Kings Mountain
268. Finger, Carl ..... Gastonia
269. Finkelstein, Nathan ..... Selma, Ala.
270. Finley, G. B. ..... Marion
271. Fishel, A. L. ..... Winston-Salem
272. Fisher, Dr. E. D. ..... Oklahoma City, Okla.
273. Fisher, H. A. (col.) ..... Wilmington
274. Fitchett, C. E. ..... Duke
275. Fleming, C. H. ..... Hassell
276. Fordham, C. C. ..... Greensboro
277. Fordham, C. M. ..... Greensboro
278. Formyduval, Morrison ..... Whiteville
279. Foster, Caney ..... Enfield
280. Foster, J. C. C. ..... Asheville
281. Fowlkes, W. M. ..... Hamlet
282. Fox, C. M. ..... Asheboro
283. Franklin, O. E. ..... Asheville
284. Frederick, J. R. (col.) ..... Charlotte
285. Freeman, R. A., M. D. ..... Burlington
286. Frieze, W. S. ..... Newton
287. Fulenwider, Phifer ..... Monroe
288. Fulghum, R. T. ..... Kenly
289. Fuller, J. W. (col.) ..... Concord
290. Furman, R. L. ..... Norlina
291. Futrelle, W. L. ..... Wilmington

G

292. Gaddy, H. M. ..... Raleigh
293. Gale, J. W. ..... Pageland, S. C.
294. Gallant, C. B. ..... Charlotte
295. Galloway, Rawley ..... Raleigh

296. Galloway, C. E. ..... Aulander
297. Gamble, C. F. ..... North Charlotte
298. Gardner, Howard ..... Greensboro
299. Gardner, T. L. ..... Reidsville
300. Gaskins, W. F. ..... New Bern
301. Gibbs, T. R. ..... Belhaven
302. Gibson, W. Z. ..... Gibson
303. Gilbert, Loamie ..... Benson
304. Godfrey, P. V. ..... Elizabeth City
305. Godwin, C. I. ..... Pine Level
306. Goode, J. A. ..... Asheville
307. Goodman, G. C. ..... Mooresville
308. Goodman, J. F. ..... Concord
309. Goodrum, C. S. ..... Davidson
310. Gorham, R. S. ..... Rocky Mount
311. Grantham, G. K. ..... Dunn
312. Grantham, Hiram ..... Red Springs
313. Grantham, L. I. ..... St. Pauls
314. Grantham, L. B. ..... Goldsboro
315. Gray, P. C. ..... Statesville
316. Green, C. F. ..... Wilmington
317. Green, H. C. ..... Louisburg
318. Greene, J. G. ..... High Point
319. Gregory, R. T. ..... Stovall
320. Greyer, C. P. ..... Morganton
321. Griffin, J. A., M. D. ..... Clayton
322. Griffin, H. A. ..... Rocky Mount
323. Griffin, B. C. ..... Marshville
324. Griffith, Wiltshire ..... Hendersonville
325. Grimes, T. W. ..... Salisbury
326. Grimes, G. D. ..... Robersonville
327. Grissom, Gilliam ..... Greensboro
328. Grove, C. E. ..... Asheville
329. Guion, C. D. ..... Unionville
330. Gurley, D. M. ..... Sanford

331. Gurley, W. B. ..... Windsor
332. Gwyn, H. L. ..... Mount Airy

H

333. Hage, Doane ..... Asheville
334. Hairston, J. W. (col.) ..... Winston-Salem
335. Haithcock, S. S. ..... Greensboro
336. Haley, W. E. (col.) ..... Winston-Salem
337. Hall, T. N. ..... Mooresville
338. Hall, J. G. ..... Oxford
339. Hall, W. F. ..... Statesville
340. Hall, J. M. ..... Wilmington
341. Hall, J. D. ..... Enfield
342. Hall, J. S. ..... Fayetteville
343. Hall, S. P. ..... Lenoir
344. Hall, Guyton ..... Clarkton, Ga.
345. Hambrick, W. R. ..... Roxboro
346. Hamilton, R. L. ..... Oxford
347. Hamlet, Reginald ..... Raleigh
348. Hamlet, P. R. ..... Lumberton
349. Hamlin, V. C. (col.) ..... Raleigh
350. Hancock, F. W. ..... Oxford
351. Hand, J. K. ..... North Charlotte
352. Hand, W. L. ..... Charlotte
353. Hanson, J. K. ..... Wilmington
354. Hardee, A. K. ..... Graham
355. Hardin, J. H. ..... Wilmington
356. Hardin, E. M. ..... Wilmington
357. Harget, D. A. ..... Swansboro
358. Hargrave, W. W. ..... Nashville, Tenn.
359. Harper, C. P. ..... Selma
360. Harrison, A. S., M. D. ..... Enfield
361. Harrison, E. V. ..... Greensboro
362. Harrison, T. N., Jr. ..... Littleton
363. Hart, L. W. ..... Norwood

364. Hart, J. A. ..... High Point
365. Hart, G. W. ..... Henderson
366. Hart, R. L. ..... Jersey City, N. J.
367. Harville, R. C. ..... Thomasville
368. Hasty, E. T. (col.) ..... Monroe
369. Hawkins, M. T., Jr. (col.) ..... Henderson
370. Hawley, F. O., Jr. ..... Charlotte
371. Hay, Dr. W. S. ..... Cornelius
372. Hayes, W. A. ..... Hillsboro
373. Hayes, G. C. ..... Raleigh
374. Hayes, G. E. ..... Granite Falls
375. Haymore, J. B. ..... Mount Airy
376. Hays, F. B. ..... Oxford
377. Haywood, C. L. ..... Durham
378. Henderson, J. A. ..... Charlotte
379. Henderson, A. J. (col.) ..... Winston-Salem
380. Henderson, J. L. ..... Hickory
381. Henry, T. A. ..... New Bern
382. Herndon, M. D. ..... Durham
383. Herndon, C. N. ..... Durham
384. Herring, Doane ..... Wilson
385. Herring, W. H. ..... Clinton
386. Herring, R. R. ..... Oxford
387. Hesterly, L. E. ..... Hendersonville
388. Hicks, H. T. ..... Raleigh
389. Hicks, W. J. ..... Goldsboro
390. Hicks, C. G. ..... Raleigh
391. Hicks, H. L. ..... Tarboro
392. Hicks, J. E. F. ..... Goldsboro
393. Higgins, C. M. ..... Salisbury
394. Hill, J. H., Jr. ..... Goldsboro
395. Hill, G. W. ..... Wilmington
396. Hilton, C. M. ..... Greensboro
397. Hoffman, J. F., Jr. ..... Hickory
398. Holding, T. E., Jr. ..... Wake Forest

399. Holland, H. O. ..... Apex
400. Holland, W. T. ..... Mount Holly
401. Holliday, R. W. ..... Clinton
402. Hollowell, J. K. ..... New Bern
403. Hood, J. E. ..... Kinston
404. Hood, J. C. ..... Kinston
405. Hood, W. D. ..... Kinston
406. Hood, R. T. ..... Kinston
407. Hood, D. H. ..... Dunn
408. Hood, P. C. ..... Dunn
409. Hood, T. R. ..... Smithfield
410. Hood, H. C. ..... Smithfield
411. Hooper, F. L. ..... Sylva
412. Hopkins, V. O. ..... Winston-Salem
413. Hopkins, H. B. ..... Concord
414. Horne, H. R. ..... Fayetteville
415. Horne, W. W. ..... Fayetteville
416. Horne, S. R. ..... Fayetteville
417. Horne, W. H. ..... Greenville
418. Horne, J. C. O. H. ..... Greenville
419. Horsley, H. T. ..... Lowell
420. Horton, R. W. ..... Monroe
421. House, Joseph ..... Scotland Neck
422. Houston, J. L. ..... Mount Mourne
423. Howell, E. V. ..... Chapel Hill
424. Howerton, J. L. ..... Greensboro
425. Hoyle, M. H. ..... Kannapolis
426. Hudson, J. E. ..... Kinston
427. Hufham, Walter ..... Chadbourn
428. Hughes, J. R. ..... Madison
429. Hughes, C. M., M. D. ..... Cedar Grove
430. Hunnicut, F. J. ..... Raleigh
431. Hunter, J. B. ..... Charlotte
432. Hunter, B. W. ..... New Bern
433. Hunter, A. B. ..... Apex

434. Hunter, T. B. ..... Rockingham
435. Hunter, N. C., M. D. ..... Rockingham
436. Hunter, F. P. ..... Portsmouth, Va.
437. Hunter, T. W. ..... Norwood
438. Hunter, F. V. ..... Hendersonville
439. Hurst, H. F. ..... Swansboro
440. Hutchins, J. A. ..... Winston-Salem

I

441. Ingle, R. H. ..... Charlotte
442. Iseley, G. A. ..... Burlington
443. Isler, W. A. (col.) ..... Kinston

J

444. Jacobs, F. G. ..... Elizabeth City
445. James, A. A. ..... Winston-Salem
446. James, S. T. (col.) ..... Durham
447. Jarman, J. F. ..... Wilmington
448. Jarrett, L. M. ..... Asheville
449. Jenkins, J. V. ..... Wilmington
450. Jenkins, L. W. ..... Mount Holly
451. Jernigan, R. W. ..... Chapel Hill
452. Jetton, W. A. ..... Davidson
453. Johnson, J. I. ..... Raleigh
454. Johnson, W. L. ..... Greensboro
455. Jones, W. A. (col.) ..... Winston-Salem
456. Jones, H. E. ..... Asheville
457. Jones, E. J. ..... Kershaw, S. C.
458. Jones, G. T. (col.) ..... Raleigh
459. Jones, J. B. ..... Fair Bluff
460. Jones, Alpheus ..... Warrenton
461. Jones, J. H. ..... Reidsville
462. Joyner, J. D. ..... Franklinton
463. Judd, J. M., M. D. ..... Fuquay Springs
464. Justus, W. H. ..... Hendersonville

K

465. Kelly, J. R. ..... Wilmington
466. Kendall, H. E. ..... Shelby
467. Kendall, B. H. ..... Shelby
468. Kendrick, T. W. ..... Charlotte
469. Kennedy, H. P., Jr. (col.) ..... New Bern
470. Kennedy, A. T. (col.) ..... High Point
471. Kent, A. A., M. D. ..... Lenoir
472. Kerner, L. C. ..... Henderson
473. Kerr, James ..... Columbia
474. Kibler, R. E. ..... Morganton
475. Kidd, W. W. ..... Charlotte
476. King, H. L. ..... Durham
477. King, C. H. ..... Durham
478. King, O. G. ..... Raleigh
479. King, L. M. ..... Chattanooga, Tenn.
480. King, J. R. ..... East Durham
481. Kingsbury, W. R. ..... Wilmington
482. Kirby, K. A. ..... Marion
483. Kluttz, A. J. ..... Greensboro
484. Klutz, P. J., M. D. ..... Maiden
485. Knight, C. V. ..... Aurora
486. Kolb, R. H. ..... Fairview, Mich.
487. Koonce, J. E. ..... Chadbourn
488. Koonce, T. R. ..... Chadbourn
489. Kyser, P. B. ..... Rocky Mount
490. Kyser, E. V. ..... Rocky Mount

L

491. Lafferty, P. M. ..... Kannapolis
492. Landquist, T. E. ..... Winston-Salem
493. Lane, W. A. ..... New Bern
494. Lane, W. C. ..... Greensboro
495. Latham, A. C. ..... Bath
496. Laubenheimer, J. H. ..... Jersey City, N. J.

497. Lawing, K. L. ..... Lincolnton
498. Layden, H. W. ..... Danville, Va.
499. Lea, L. J. ..... Roxboro
500. Leavister, T. O. ..... Raleigh
501. Le Boo, P. S. (col.) ..... Wilmington
502. Lee, A. M., M. D. ..... Clinton
503. Lee, Allen ..... Dunn
504. Lee, L. V., M. D. ..... Lattimore
505. Lee, P. A. ..... Dunn
506. Leggett, W. A. ..... Edenton
507. Leggett, P. O. ..... Southport
508. Leggett, Kenelm, M. D. ..... Hobgood
509. Lentz, Frontis ..... Mooresville
510. Leslie, W. A. ..... Morganton
511. Lewis, H. W., M. D. ..... Jackson
512. Lewis, W. E. ..... Rocky Mount
513. Lewis, R. B. ..... Elkin
514. Lewis, H. R. ..... Charlotte
515. Linn, L. A. ..... Landis
516. Lisk, D. C. ..... Charlotte
517. Loftin, J. U. ..... Rosemary
518. Long, Roy ..... Burlington
519. Lord, C. A. ..... Wilmington
520. Love, J. H. (col.) ..... Raleigh
521. Lucas, J. W. ..... Wilson
522. Lunn, F. H. ..... Winston-Salem
523. Lutterloh, I. H., M. D. ..... Sanford
524. Lutz, H. C. ..... Hickory
525. Lyday, W. M., M. D. ..... Penrose
526. Lynch, N. W. ..... Charlotte
527. Lyon, R. P. ..... Wadesboro
528. Lyon, O. H. ..... Fremont
529. Lyon, F. F. ..... Oxford
530. Lytch, J. E. ..... Rowland

M

531. Mabry, W. A. ..... Durham
532. Macon, A. B. ..... Farmer
533. Malone, C. E. ..... Chapel Hill
534. Manly, J. B. ..... Salisbury
535. Mann, J. D. ..... High Point
536. Mann, R. N. ..... High Point
537. Marion, J. E. ..... Mount Airy
538. Marley, F. H. ..... Old Fort
539. Marsh, M. L. ..... Concord
540. Marsh, N. F. ..... Ramseur
541. Marston, R. H. ..... Raleigh
542. Martin, W. S. ..... Canton
543. Martin, S. L., M. D. ..... Leaksville
544. Martin, E. W. ..... Florence, S. C.
545. Martin, B. M. ..... Washington, D. C.
546. Martin, S. L., Jr. ..... Leaksville
547. Mathes, T. J. ..... East Durham
548. Matthews, T. A., M. D. ..... Castalia
549. Matthews, G. E. ..... Siler City
550. Matthews, W. F. ..... Randleman
551. Matthews, A. B. ..... Durham
552. Matthews, W. S. ..... Raleigh
553. Mattocks, A. M. ..... Troy
554. Matton, G. A. ..... High Point
555. Mauney, C. J. ..... Albermarle
556. May, T. H. ..... Henderson
557. Mayberry, E. B. ..... Maxton
558. Mayer, C. R. ..... Charlotte
559. Mayerberg, E. R. ..... Goldsboro
560. Mayo, T. H. ..... Goldsboro
561. McArthur, R. M. ..... Winston-Salem
562. McBane, T. W. ..... Graham
563. McCauley, M. E. ..... Monroe
564. McClenahan, W. A. ..... Norfolk, Va.

565. McCraw, W. P. ..... Tarboro
566. McDaniel, W. A. ..... Enfield
567. McDonald, J. S. ..... Raleigh
568. McDonald, L. C. ..... Durham
569. McDonald, A. H. ..... Durham
570. McDuffie, R. A. ..... Greensboro
571. McGhee, G. F. ..... Raleigh
572. McGuire, T. T. ..... Petaluma, Cal.
573. McIlhenny, T. C. ..... Asheville
574. McInnis, E. T. ..... Lillington
575. McIver, J. A. ..... Jonesboro
576. McKay, D. Mc. N. ..... Asheville
577. McKay, H. H. ..... Dunn
578. McKay, Malcolm ..... Dunn
579. McKay, J. W. ..... Asheville
580. McKeel, C. B. ..... Columbia
581. McKenzie, L. Mc.K. ..... Lumberton
582. McKesson, L. W. ..... Statesville
583. McKetham, H. McA. ..... Fayetteville
584. McKinney, W. M. ..... Ayden
585. McKinnon, W. L. ..... Wadesboro
586. McKnight, L. E. ..... Fayetteville
587. McLarty, Eugene ..... Greensboro
588. McLarty, Howard ..... Monroe
589. McLauchlin, D. A. ..... Charlotte
590. McLelland, J. H. ..... Mooresville
591. McLeod, Gilbert, M. D. ..... Carthage
592. McManus, M. T. Y. ..... Wilmington
593. McMillan, J. D. ..... Lumberton
594. McMillan, B. F., Jr. ..... Red Springs
595. McMinn, J. M. ..... Asheville
596. McMullan, F. H. ..... Asheville
597. McMullen, Oscar McD. ..... Elizabeth City
598. McNair, W. H. ..... Tarboro
599. McNair, F. W. (col.) ..... Greensboro

600. McNair, W. R. ..... Henderson
601. McNeil, G. McK. ..... Rowland
602. McNeil, G. R ..... Vineland
603. McPhaul, H. B. ..... Granite Quarry, Ala.
604. Menzies, E. B. ..... Hickory
605. Merritt, E. S. ..... Carrboro
606. Merritt, N. H. ..... Carrboro
607. Middleton, D. N. ..... Hot Springs, Va.
608. Miller, C. B. ..... Goldsboro
609. Miller, E. H. ..... Mooresville
610. Miller, R. L. ..... Gate City, Va.
611. Miller, C. T. ..... Wilmington
612. Miller, C. M. ..... Rock Hill, S. C.
613. Mills, J. A. ..... Tabor
614. Mintz, M. B. ..... Wilmington
615. Missildine, E. E. ..... Tryon
616. Mitchell, H. G. ..... Star
617. Mitchell, C. P. ..... Louisburg
618. Mitchenor, J. A. ..... Edenton
619. Montague, G. B. ..... Garner
620. Montague, G. W. ..... Durham
621. Moody, R. F. ..... Charlotte
622. Moore, B. C. ..... Wilmington
623. Moore, W. H. ..... Wilmington
624. Moore, C. E., Jr. ..... Wilson
625. Moore, J. P. ..... Raleigh
626. Moose, A. W. ..... Mount Pleasant
627. Moose, G. K. ..... Washington, D. C.
628. Morgan, R. S. ..... Rosman
629. Morphew, M. F., M.D. ..... Marion
630. Morrisette, C. B. ..... Elizabeth City
631. Morrison, M. S. ..... Wilson
632. Morrow, Norman ..... Gastonia
633. Morton, J. N. ..... Faison
634. Mullen, L. B. ..... Huntersville

635. Mullen, T. L. ..... Huntersville
636. Munday, C. C. ..... Taylorsville
637. Munds, W. C. ..... Wilmington
638. Murchison, E. E. ..... Sanford
639. Murphrey, L. W. ..... Weldon
640. Murphy, J. C. ..... Hickory

N

641. Nicholson, A. T. ..... Tarboro
642. Nicholson, T. H. ..... Murfreesboro
643. Nicholson, M. A. ..... Biscoe
644. Niestlie, Wm. ..... Wilmington
645. Norman, J. S., M. D. ..... Bladenboro
646. Nottingham, G. S. ..... Norfolk, Va.
647. Nowell, Edwin ..... Winston-Salem
648. Nowell, W. R. ..... Wendell
649. Nutt, J. D. ..... Wilmington

O

650. Oates, Geo., M.D. ..... Grover
651. O'Brien, L. C. ..... Winston-Salem
652. O'Hanlon, E. W. ..... Winston-Salem
653. Overman, H. S. ..... Elizabeth City
654. Overman, V. K. ..... Elizabeth City

P

655. Page, B. F. ..... Raleigh
656. Palmer, R. W., M. D. ..... Gulf
657. Parker, W. W. ..... Henderson
658. Parker, F. W. ..... Raleigh
659. Parker, R. H. ..... Durham
660. Parker, R. S. ..... Murphy
661. Parsons, F. C. ..... Wadesboro
662. Patterson, Alvis ..... Wilson
663. Patterson, W. D. ..... Chapel Hill
664. Patterson, J. H. (col.) ..... Winston-Salem

665. Payne, M. T. ..... Greensboro
666. Payne, H. E. ..... Wilmington
667. Peacock, M. A. ..... Benson
668. Peele, J. F. ..... La Grange
669. Pemberton, T. R. ..... Greensboro
670. Pemberton, S. P. ..... Norman
671. Pemberton, D. C. ..... Mount Olive
672. Pender, F. H., Jr. ..... Rocky Mount
673. Perry, W. M. ..... Elizabeth City
674. Perry, H. H. (col.) ..... Fayetteville
675. Perry, E. B. ..... Littleton
676. Perry, D. L. (col.) ..... Winston-Salem
677. Person, T. E., M. D. ..... Stantonsburg
678. Phillips, C. B. ..... Lincolnton
679. Pickard, C. O. ..... Greensboro
680. Pickelsimer, J. B. ..... Asheville
681. Pierce, M. E. ..... Cameron
682. Pike, J. W. ..... High Point
683. Pike, E. Le R. ..... Enfield
684. Pilkington, G. R. ..... Pittsboro
685. Pinnix, J. M. ..... Kernersville
686. Pinnix, W. M. ..... New Bern
687. Pittman, H. H. ..... Fairmont
688. Pittman, J. N. ..... Oxford
689. Pleasants, F. R. ..... Louisburg
690. Plummer, James ..... Salisbury
691. Polk, J. B. ..... Andrews
692. Pope, H. L. ..... Lumberton
693. Pope, A. S. ..... Rocky Mount
694. Porter, Clifford ..... Black Mountain
695. Porter, C. D. ..... Black Mountain
696. Porter, Ernest ..... Pineville
697. Powell, D. A. ..... Goldsboro
698. Powell, J. W. ..... Goldsboro
699. Powell, J. B. ..... Oxford

700. Powell, D. E. ..... Asheville
701. Powell, J. C. ..... Fairmont
702. Powers, L. B. ..... Wake Forest
703. Preston, W. D. ..... Barkley, Va.
704. Prior, J. L. ..... Atlanta, Ga.
705. Propst, G. C. ..... Salisbury
706. Purcell, S. M. ..... Salisbury
707. Purcell, E. P. ..... Waynesville

Q

708. Quinn, F. D. ..... Shelby

R

709. Rankin, W. H. ..... Winston-Salem
710. Raysor, C. A. ..... Asheville
711. Rea, Verne ..... Durham
712. Reaves, L. E. ..... Raeford
713. Redding, E. F. ..... Lucama
714. Reece, H. C. ..... Raleigh
715. Reedy, John ..... Lowryville, S. C.
716. Reese, A. B. ..... Charlotte
717. Reeves, Jefferson ..... Waynesville
718. Reeves, M. H. ..... Waynesville
719. Reeves, T. H. ..... Weaversville
720. Reeves, L. A. ..... Chapel Hill
721. Reid, W. W. ..... Sanford
722. Reid, S. H. ..... Washington
723. Reinhardt, R. L. ..... Forest City
724. Reins, C. C. ..... Hamlet
725. Rhinehart, M. T. ..... Asheville
726. Rhinehardt, C. B ..... Marshall
727. Rhodes, Cader ..... Raleigh
728. Richardson, L. W. ..... Selma
729. Riddle, H. L. ..... Morganton
730. Ridenhour, D. G. ..... Mount Gilead

731. Riggan, R. D. ..... Raleigh
732. Riggs, H. A. ..... Morrisville
733. Rimmer, E. F. ..... Tarboro
734. Ring, W. A. ..... High Point
735. Ring, C. A. ..... High Point
736. Ring, L. B. ..... Mount Olive
737. Rives, H. L. ..... Robersonville
738. Roberson, J. G. ..... Laurinburg
739. Roberts, A. R. ..... Gatesville
740. Robertson, F. H. ..... Roanoke Rapids
741. Robertson, E. G. ..... Raleigh
742. Robinson, M. E., M.D. ..... Goldsboro
743. Robinson, G. C. ..... Norfolk, Va.
744. Robinson, J. L. ..... Lowell
745. Rogers, R. P. ..... Durham
746. Rogers, W. F. ..... Durham
747. Rogers, W. T. (col.) ..... Durham
748. Rose, I. W. ..... Rocky Mount
749. Rosenbaum, C. D. ..... Tarboro
750. Roth, R. H. ..... Asheville
751. Rowland, G. J. ..... Henderson
752. Royster, S. S., M.D. ..... Shelby
753. Rudisill, J. S. ..... Cliffside

S

754. Salley, W. M. ..... Statesville
755. Salling, A. T. ..... Wilmington
756. Sanders, T. F. ..... Clinton
757. Sanders, A. J. ..... Belmont
758. Sanford, R. D. ..... Laurinburg
759. Sapp, L. L., M.D. ..... Milton
760. Sappenfield, W. A. ..... Concord
761. Sasser, L. B. ..... Wilmington
762. Sauls, M. M. ..... Ayden
763. Savage, C. C. ..... Goldsboro

764. Schutt, T. C. H. ..... Wilmington
765. Scoggin, L. A. ..... Louisburg
766. Scott, E. G. ..... Rockingham
767. Scott, J. M. ..... Charlotte
768. Scruggs, B. P. ..... Rutherfordton
769. Seagle, F. M. ..... Hickory
770. Seawell, C. C. ..... High Point
771. Secrest, A. McD. ..... Monroe
772. Sedberry, C. D. ..... Fayetteville
773. Sedberry, H. S. ..... Fayetteville
774. Sedberry, H. B. ..... Wilmington
775. Sessoms, M. M. ..... Windsor
776. Sexton, C. H., M.D. ..... Dunn
777. Shade, I. A. (col.) ..... Raleigh
778. Shaffner, H. F. ..... Winston-Salem
779. Shaw, C. E. (col.) ..... Charlotte
780. Shell, J. E. ..... Lenoir
781. Shell, C. C. ..... Henrietta
782. Shelton, C. F. ..... Chadbourn
783. Sheppard, J. W. ..... Charlotte
784. Shepperd, H. A. ..... Monroe
785. Shepperd, J. E. ..... Flushing, N. Y.
786. Shore, M. L. ..... Raleigh
787. Shuford, C. M. ..... Hickory
788. Silverman, N. J. ..... Wilmington
789. Simpson, C. N., Jr. ..... Monroe
790. Simpson, J. F. ..... Raleigh
791. Simpson, T. S. ..... Winston-Salem
792. Singletary, W. O. ..... Burgaw
793. Singletary, F. B. ..... Middlesex
794. Sisk, C. T., M.D. ..... Bryson City
795. Skinner, R. E. L. ..... Durham
796. Sledge, R. S. ..... Spray
797. Sloan, F. A. ..... Monroe
798. Sloop, L. L. ..... Shelby

799. Smith, W. G. ..... Asheville
800. Smith, F. S. ..... Asheville
801. Smith, F. T. ..... Franklin
802. Smith, C. H. ..... Charlotte
803. Smith, J. A. ..... Wilmington
804. Smith, F. L. ..... Concord
805. Smith, T. L. ..... Plymouth
806. Smith, C. N. ..... Jacksonville
807. Smith, Casper ..... Kings Mountain
808. Smith, Leon ..... Gastonia
809. Smith, E. W. ..... Winston-Salem
810. Smith, W. O. ..... Greensboro
811. Smith, J. R. ..... Mount Olive
812. Smith, W. W. ..... Brevard
813. Snipes, E. P., M.D. ..... Jonesboro
814. Snuggs, W. H. ..... Albemarle
815. Souders, F. B. ..... Fayetteville
816. Southerland, Odell ..... Charlotte
817. Spencer, J. E. ..... Durham
818. Stainback, T. E. ..... Kinston
819. Stallings, W. H. ..... Spring Hope
820. Stanback, T. M. ..... Spencer
821. Stancil, J. H. ..... Selma
822. Staton, L. L., M.D. ..... Tarboro
823. Steere, L. E. ..... Charlotte
824. Stephens, J. L. (col.) ..... Norfolk, Va.
825. Stephenson, M. M. ..... Angier
826. Stevens, J. H. ..... Knoxville, Tenn.
827. Stewart, W. M. ..... Charlotte
828. Stewart, J. M. ..... Fayetteville
829. Stimson, Logan ..... Statesville
830. Stimson, J. H. ..... Statesville
831. Stimson, J. N. ..... Winston-Salem
832. Stone, A. H. ..... Spray
833. Stowe, J. P. ..... Charlotte

834. Stowe, L. H. ..... Charlotte
835. Stowe, H. R. ..... Charlotte
836. Stratford, P. C. ..... Greensboro
837. Strayhorn, W. F. ..... Durham
838. Streetman, J. W. ..... Marion
839. Streetman, T. L. ..... Winston-Salem
840. Stroud, T. H. ..... University
841. Stroud, O. B., M.D. ..... Ore Hill
842. Suggs, R. B. ..... Belmont
843. Summey, K. N. ..... Dallas
844. Summey, Ptolemy ..... Dallas
845. Suttle, J. A. ..... Lincolnton
846. Suttlemyer, Philip, Jr. ..... Salisbury
847. Sutton, J. L. ..... Edenton
848. Swaringen, D. C. ..... China Grove
849. Swindell, E. S. ..... Nashville
850. Swindell, D. C. ..... Rocky Mount
851. Sykes, A. J. ..... Greensboro
852. Sykes, Eugene ..... Greensboro
853. Sykes, R. J. ..... Greensboro

T

854. Tally, H. A. ..... Jonesboro
855. Tarkenton, E. L. ..... Wilson
856. Tart, D. W. ..... Roseboro
857. Tate, W. E. ..... Winston-Salem
858. Taylor, J. L. ..... Oxford
859. Taylor, C. A. ..... Lexington
860. Taylor, D. G. ..... Leaksville
861. Taylor, W. P. ..... Roanoke Rapids
862. Teague, M. F. ..... Asheville
863. Temple, J. O. ..... Kinston
864. Temple, R. H., M.D. ..... Kinston
865. Thigpen, J. K. ..... Bessemer City
866. Thomas, W. G., Sr. ..... Raleigh

867. Thomas, W. G., Jr. ..... Raleigh
868. Thomas, J. N. ..... Warrenton
869. Thomas, C. R. ..... Thomasville
870. Thomas, E. E. ..... Roxboro
871. Thomas, E. R. ..... Duke
872. Thompson, A. J. ..... Graham
873. Thompson, P. A. ..... Winston-Salem
874. Thornton, W. H. ..... Baltimore, Md.
875. Thrower, H. E. ..... Henderson
876. Tillett, E.N. ..... Timberlake
877. Tolar, J. H., Jr. ..... Durham
878. Toms, B. C. ..... Winston-Salem
879. Townsend, J. H. ..... Red Springs
880. Townsend, E. F. ..... Raeford
881. Trent, J. A. ..... Greensboro
882. Trotter, P. L. ..... Pilot Mountain
883. Trotter, J. R. ..... Salisbury
884. Tucker, W. M. ..... High Point
885. Tucker, R. H. ..... Reidsville
886. Tucker, W. W. ..... Concord
887. Tugwell, J. B. ..... Lillington
888. Turlington, R. A. ..... Wilson
889. Turlington, J. E. ..... Smithfield
890. Turner, W. D. ..... Cooleemee
891. Turner, T. A. ..... Durham
892. Tuttle, B. M. ..... Weldon
893. Tyson, G. F. ..... Mocksville

U

894. Underwood, J. T. ..... Asheboro

V

895. Vaughan, P. W. ..... Durham
896. Vinson, E. L. ..... Halifax
897. Vinson, J. T. ..... Selma

W

898. Walker, T. A. ..... Norlina
899. Walker, C. A. ..... Asheville
900. Walker, Lewis ..... Milton
901. Walters, J. M. ..... Sarenac Lake, N. Y.
902. Walton, G. B. ..... Washington
903. Ward, E. H. ..... Tarboro
904. Warlick, E. S. ..... Asheville
905. Warren, B. S. ..... Greenville
906. Warren, J. C. ..... Newton Grove
907. Waters, G. W., Jr. ..... Goldsboro
908. Watkins, W. O. ..... Rutherfordton
909. Watson, H. P., Sr. ..... Winston-Salem
910. Watson, H. P., Jr. ..... Winston-Salem
911. Watson, J. B., M.D. ..... Raleigh
912. Watson, D.I., M.D. ..... Southport
913. Watson, G. Y. ..... Southport
914. Watson, Burke ..... Sumter, S. C.
915. Wearn, W. H. ..... Charlotte
916. Weatherly, A. E. ..... Greensboro
917. Webb, Paul ..... Shelby
918. Webb, C. I. ..... Charlotte
919. Webb, R. K. ..... Charlotte
920. Webb, E. L. ..... Thomasville
921. Webb, J. S. ..... Wadesboro
922. Welborne, W. F. ..... Lexington
923. Welfare, S. E. ..... Winston-Salem
924. West, J. F. ..... Belmont
925. Westbrook, G. A. ..... Winston-Salem
926. Wetzell, W. L. ..... Gastonia
927. Wharton, L. A. ..... Gibsonville
928. Wheeler, L. B. ..... Asheville
929. Wheless, J. M. ..... Farmville
930. Wheless, R. E. L. ..... Warsaw
931. Whitaker, L. T., M.D. ..... Enfield

932. White, J. A. ..... Mooresville
933. White, H. G. ..... Elm City
934. White, F. L. ..... Mebane
935. White, W. R. ..... Warrenton
936. White, G. S. ..... Durham
937. White, J. E. ..... Raleigh
938. White, Luther ..... New Bern
939. Whitehead, J. D., Jr. ..... Spring Hope
940. Whitfield, W. C., M.D. ..... Grifton
941. Wiggins, W. W. ..... Coats
942. Wiley, R. E. ..... Southern Pines
943. Wilkerson, I. O. ..... Middlesex
944. Wilkerson, J. L. ..... Durham
945. Wilkins, W. R. ..... North Wilkesboro
946. Williams, J. T., M.D. (col.) ..... Charlotte
947. Williams, M. P. ..... Charlotte
948. Williams, Benj. (col.) ..... Charlotte
949. Williams, S. W. ..... Raleigh
950. Williams, R. I. ..... Raleigh
951. Williams, W. V. ..... Goldsboro
952. Williams, A. H. A. ..... Oxford
953. Williams, H. C. ..... Canton
954. Williams, W. W. (col.) ..... Fayetteville
955. Williston, J. T. (col.) ..... Fayetteville
956. Williston, F. O. (col.) ..... Salisbury
957. Wilson, T. H. ..... Thomasville
958. Wilson, C. H. ..... Greensboro
959. Wilson, W. B. ..... Sylva
960. Wilson, L. R. ..... Gastonia
961. Winstead, O. P. ..... Rocky Mount
962. Wohlford, H. W. ..... Charlotte
963. Wolfe, Drayton ..... Rutherfordton
964. Wolfe, J. C. ..... Waxhaw
965. Wolfe, W. S. ..... Mount Airy

966. Wolfe, Houston ..... Spencer
967. Wood, E. H. ..... New Bern
968. Woodard, E. V. ..... Princeton
969. Woodruff, T. C. ..... Charlotte
970. Woolard, E. W. ..... Scotland Neck
971. Wootten, G. R. ..... Hickory
972. Worthy, F. S. ..... Washington
973. Wright, G. F. ..... Warsaw

Y

974. Yancey, D. C. (col.) ..... Wilson
975. Yancey, L. A. (col.) ..... Greensboro
976. Yates, C. L. ..... Charlotte
977. Yearby, W. M. ..... Durham
978. Yoder, C. R. ..... Newton
979. Young, John ..... Salisbury

Z

980. Zoeller, E. V. ..... Tarboro
981. Zollicoffer, A. R., M.D. ..... Weldon
982. Zuckerman, I. L. ..... Durham

LIST OF REGISTERED PRACTICING PHYSICIANS

Living in Towns of Not More Than Five Hundred Inhabitants, to Whom Permits to Conduct Drug Stores Have Been Granted

1. Medford, Samuel Bryson.....Clyde, Haywood Co.
2. Stewart, James Jackson.....Conover, Catawba Co.
3. Wooten, Amos Monroe .....Pinetops, Edgecombe Co.
4. Morrow, Thos. Lacy .....Swepsonville, Alamance Co.
6. Templeton, James McPherson.....Cary, Wake Co.
7. Long, Benj. Lafayette .....Hamilton, Martin Co.
8. Gold, Chas. Fortune.....Ellenboro, Rutherford Co.
9. Warren, Robt. Franklin.....Prospect Hill, Caswell Co.
10. Brantley, Cornelius Henry .....Bailey, Nash Co.
11. Barr, Frank Ellis .....Townsville, Vance Co.
12. Burnett, Isaac Erastus .....Mars Hill, Madison Co.
13. Champion, Clifton Otis .....Mooresboro, Cleveland Co.
14. Patterson, Rezin Delmere .....Liberty, Randolph Co.
15. Wood, John W. .....Boiling Springs, Cleveland Co.
16. Floyd, Lowrenser Dowe—..Cerro Gordo, Columbus Co.
17. Palmer, Horace .....Vaughan, Warren Co.
19. Russell, Lloyd Pecemas .....Arden, Buncombe Co.
20. Peele, John Henry .....Faith, Rowan Co.
21. Flynt, Solomon Spainhour.....Rural Hall, Forsyth Co.
22. Gibbs, John Boring .....Burnsville, Yancey Co.
23. Orr, William Law .....Matthews, Mecklenburg Co.
24. Harper, James Henry .....Snow Hill, Greene Co.
26. Ayers, Thomas Bertie .....Proctorville, Robeson Co.
27. Teague, James Henry .....Whittier, Swain Co.
28. Fox, Dennis Luther .....Worthville, Randolph Co.
30. Hartsell, Flavius Eugene .....Oakboro, Stanly Co.
32. Sullivan, James Morgan .....Hayesville, Clay Co.

33. Weaver, Wm. Jackson ..... Leicester, Buncombe Co.
35. Long, Benjamin LeRoy ..... Glen Alpine, Burke Co.
36. Hauser, Emmanuel Alvin ..... Fallston, Cleveland Co.
37. Lovett, William Davis ..... Montezuma, Avery Co.
38. Boyce, John Mason ..... Polkton, Anson Co.
39. Copening, Oscar J. ..... Granite Falls, Caldwell Co.
40. McDonald, Aug. Alexander ..... Jackson Spgs., Moore Co.
41. Watson, Leon ..... Broadway, Lee Co.
42. Martin, Richard Earl ..... Candor, Montgomery Co.
43. Parks, William Major ..... Seven Springs, Wayne Co.
44. Hinnant, Wilford ..... Micro, Johnston Co.
45. Beasley, Edward Bruce ..... Fountain, Pitt Co.
46. Sessoms, Edwin Tate ..... Turkey, Sampson Co.
47. Stone, Wesley Monroe ..... Dobson, Surry Co.
48. Oliver, Adlai Stevenson ..... Norlina, Warren Co.
49. Ferguson, H. Beauregard ..... Halifax, Halifax Co.
50. Leeper, Donald Harper ..... Hiddenite, Alexander Co.
51. Crouch, Thos. Dalton ..... Stony Point, Alexander Co.
52. Macon, Gideon Hunt ..... Norlina, Warren Co.
53. Robertson, Wilbur Burdett ..... Burnsville, Yancey Co.
54. Melvin, Wayman Chalmora ..... Linden, Cumberland Co.
55. Morrill, Jenness ..... Falkland, Pitt Co.
56. Talley, John Samuel ..... Troutman, Iredell Co.
58. Matthews, Martin Luther ..... Cameron, Moore Co.
59. Coleman, Joseph Ira ..... Hurdle Mills, Person Co.
60. Willcox, Jesse Womble ..... Laurel Hill, Scotland Co.
70. Hickman, Marcus Tobias ..... Hudson, Caldwell Co.
73. Boaz, Thomas Abram ..... Stoneville, Rockingham Co.
76. Hardee, Parrott Rastus ..... Stem, Granville Co.
78. Young, Carlie Raswell ..... Angier, Harnett Co.
79. Gibbs, Emmett Wrightman ..... Mooresboro, Cleveland Co.
82. Sutton, Julian Rush ..... Elk Park, Avery Co.
83. Proffitt, Thomas Jefferson ..... Elk Park, Avery Co.
88. Johnson, Bayard Cleveland ..... Bunn, Franklin Co.
91. Moore, Tilon Vance ..... Acme, Columbus Co.
95. Hester, Joseph Robert ..... Knightdale, Wake Co.

NECROLOGY RECORD

From Registered List.

Edward L. Burton	Winston-Salem
Harold M. Cole	Carthage
Geo. D. Everington, M.D.	Laurinburg
Orren L. Ellis, M.D.	Louisburg
R. M. Johnson, M.D.	Scotland Neck
A. H. Michaels	Durham
H. W. Perry	Yanceyville
Chas. L. Ross	Ayden
John F. Sprague	Raleigh
Robert Simpson	Raleigh
E. T. Whitehead	Scotland Neck
B. S. Worthen	Spencer

Caleb Davis Bradham, New Bern

Recently retired from the North Carolina Naval Militia with the rank of Rear Admiral.

CALEB DAVIS BRADHAM

The JOURNAL presents in this number, with a great deal of pleasure, a photograph and sketch of one of North Carolina's leading pharmacists and citizens, Caleb Davis Bradham, of New Bern, who recently resigned from the North Carolina Naval Militia with the rank of Rear Admiral.

Mr. Bradham was born at Chinquapin, Duplin County, this State, on May 27, 1867, the son of George Washington and Julia McCann Bradham, both of aristocratic inheritance. His early education was obtained first at Clement's School, Wallace, and later at Kings Mountain Military Institute, where he maintained an excellent scholastic record. He entered the University of North Carolina with the Class of 1890. Desiring later to study medicine, Mr. Bradham went to Baltimore and registered in the Medical School of the University of Maryland.

In 1893 Mr. Bradham moved to New Bern and bought the drug store of Charles C. Green, at 105 Middle Street. In 1894 he purchased also the New Bern Drug Company and combined the two stores. In 1913 he opened still another store at the corner of Middle and Broad streets. This store has been called by many people the handsomest, best-equipped drug store in North Carolina. Mr. Bradham has always been singularly successful as a druggist, displaying at all times keen business judgment, foresightedness, and an apt ability to anticipate and supply what the public wanted. The Bradham Drug Company, of which Mr. Bradham is president, will erect in the near future an eight-story building at the corner of Middle and Pollock streets.

Mr. Bradham was married in 1900 to Charity Credle, of New Bern. To this union three children have been born: Mary, Caleb Darnall, and George.

In 1896 Mr. Bradham originated the formula for the now famous beverage Pepsi-Cola, known all over the United States as a delicious, harmless fountain drink. Realizing the commercial possibilities of Pepsi-Cola, he began to push its manufacture and sale, until today it is one of the largest selling products turned out in North Carolina. The company already has branch manufactories at Memphis and Jacksonville, and expects soon to erect branch factories in several other sections of the United States.

Mr. Bradham served as a member of the North Carolina Board of Pharmacy from 1903 to 1909. The stress of business forced him to retire as an examiner before his last term expired.

Mr. Bradham has long been identified with the naval service, having enlisted in the North Carolina Naval Militia in 1892, in which he served until January of this year. He received his first commission, that of Lieutenant, in 1898. In 1904 he was made Commander, and on March 1, 1913, was promoted to Captain. After having served the Government for twenty-five years in an efficient manner, Mr. Bradham asked last year to be retired. On January 22, 1917, this permission was granted him, not, however, until the Navy had placed its stamp of approval upon him as a naval officer by commissioning him Rear Admiral. In 1914 he was appointed by the Secretary of the Navy to membership on the General Naval Militia Board for a term of four years. This is a high office and a distinct honor.

In addition to his work as a druggist and manufacturer, Mr. Bradham operates the largest farm in Craven County. He is also vice president of the Peoples Bank of New Bern, to which position he was elected in 1909. As an indication of the public-spiritedness of the man it may be said that he is trustee of the New Bern Academy (combined schools); trustee Presbyterian Church; chairman Craven County Commissioners, 1910-17. The fraternal affiliations of Mr. Bradham include membership in St. John's Lodge, No. 3, A. F. and A. M., of which he is Past Master. He is Past Exalted Ruler of Lodge, No. 764, of the Elks; Provincial Grand Master of the Order of Colonial Masters; Master Kadosh Carolina Consistory, No. 3. Through the service of his Revolutionary ancestors he is a member of the Cincinnati Society.

Politically, Mr. Bradham is a Democrat. Sentiment in the East is rapidly developing to make him the next Governor of North Carolina. If an eastern candidate is nominated, it looks at the present writing as if that candidate will be Mr. Bradham. A number of representative eastern newspapers are urging him to make the race. Without trying to be prophetic, the writer can say that if Mr. Bradham can be persuaded to enter the campaign he will be a mighty difficult man to defeat. So far as we know, he is yet to be defeated at anything he has ever tried.

Druggist, manufacturer, banker, naval officer, farmer, fraternalist, public officer, Mr. Bradham is an ideal type of citizen. As a one-time member of the Pharmacy Examining Board in this State and for years an enthusiastic worker in and for the North Carolina Pharmaceutical Association, his brother pharmacists will watch his career with much interest, and wish for him the fullest measure of success in his every undertaking. The JOURNAL feels privileged to present his photograph and sketch in this issue, with a cherished belief that the same cut may be used by it later on, but with a different heading—Governor Bradham.

In conclusion, we wish to endorse the sentiment of the following paragraph: "In business, energetic, prompt, and reliable; in public life, progressive and eager to carry out the wishes of the people; as a neighbor, kind and courteous, Mr. C. D. Bradham is a citizen of a caliber seldom known."

The

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EDITORIAL

THE "OPEN FORMULA" BILL

Without the foreknowledge of any parties most vitally concerned there was introduced in the recent Legislature a bill known as the Scales-Page Bill (Senate Bill No. 549, House Bill No. 624), which would require the publication of the formula of all proprietary or package medicines on the label of the container.

The bill never left the committee rooms of the House and Senate, though at one time it appeared as if the measure would become a law. It is not too much, perhaps, to say that the North Carolina Pharmaceutical Association caused the death of the bill.

The substance of the measure was that any medicine to be sold in North Carolina, with the exception of those patented, or official in the U. S. P. or N. F., or else a prescription by a physician, should have plainly stated on the container the regular names and amounts of any and all substances in the preparation for which the manufacturer *claimed* therapeutic value. For the efficient enforcement of this act it was proposed to create a Division of Drugs and the office of State Drug Inspector, to be under the supervision and management of the State Board of Health. To secure revenue to defray the salary of such an inspector, as well as the expenses incidental to the work, a graduated inspection tax was to be levied on all medicines falling under the head of the "open formula" group. The minimum tax was to be $5 per year, ranging up to $100, the amount to be determined by the sales of the medicine per annum. The manufacturer of such medicine was to be compelled to make a careful inventory of all goods sold in North Carolina each year. Any firm failing to make a report of its North Carolina sales or making a false statement of sales would be guilty of a misdemeanor; also the firm would be debarred from the courts if it desired to force collection from a buyer; also sheriffs, at the direction of the treasurer of the North Carolina Board of Health, might seize any medicine on which the tax had not been paid and sell same to satisfy tax claim. The Drug Inspector would have authority to inspect the stock of any druggist while searching for "contraband," and a refusal of permission upon the part of the druggist would constitute a misdemeanor. Again, if the druggist were notified that he held goods upon which the tax had not been paid he would be guilty of a misdemeanor if he sold the goods.

Any laws conflicting with this act were to be repealed. The measure was to become operative July 1, 1917.

The JOURNAL does not harbor any bitterness against the authors of the bill for undertaking to pass such an obviously unjust measure. The reception accorded it by the Legislature was a sufficient rebuke to them. We do, however, want to say just two or three things:

1. Professional courtesy demanded that the druggists of the State, who are just as much concerned for the public good and not more actuated by selfish motives than doctors, should have been consulted, their opinion asked, and an invitation issued them to help in preparing proper medical legislation for the people. The druggists were not given an inkling of the matter.

2. Even granting, which we positively do not, that the measure was a just one, we believe the proper, logical authority to enforce the law had it passed is the North Carolina Board of Pharmacy with its corps of inspectors already engaged, not the Medical Society. The regulation of the *sale* of drugs should only be vested in the Federal or State government and the State Board of Pharmacy. It is no more a function of the Medical Society or the Board of Health than it is of the State Bar Association.

3. While not holding a brief for "patent medicines" or attempting in any way to prove that such remedies are always as they should be, yet we do contend that the above measure was not a fair one. To arbitrarily demand that every manufacturer of a package medicine divulge his formula to the world, even though his remedy is harmless, beneficial, and efficacious, borders too much upon imperialism. The vicious proprietaries should be debarred from the markets. They can be eliminated, and we believe they soon will be, but why injure all to strike a few? There are ways of stamping out the iniquitous package medicines without destroying those of proved virtue. The medical profession may contend that all proprietaries are fakes; we contend that many are good. We believe in selective expulsion, but not wholesale destruction. But then, and here is the balm—the bill was killed. J. G. B.

A MATTER OF DUTY

Every one familiar with the situation knows that the measure introduced in the last Legislature known as the "open formula" bill was killed because of the fight made against it by the North Carolina Pharmaceutical Association; that if the Association had not worked against it it would have become a law, and

in a short while now would begin working physical and financial hardships upon North Carolina druggists.

This activity by the Association makes another good answer to many short-sighted pharmacists who ask "What good would joining the Association do me? I can't go to the meetings." The Association is continually doing something that either benefits the pharmacist or, as in this case, prevents him from being injured. It does seem thankless, to say it mildest, that druggists can go along day after day accepting benefits gained by Association work and not pay a penny (in membership fees) to keep the organization solvent or to encourage it to greater efforts by the moral support which each added membership brings. Every druggist in this State eligible for membership who continues to remain outside the Association, who gladly takes the benefits but refuses to pay his part, must be blamed for one of two things: either he is not familiar with the work of the Association nor knows that he is needed, or else he is not quite a good citizen in the Republic of Pharmacy. He is a "slacker," to use military parlance.

The Association meets this year in Asheville. Either go and join when you reach there, or if you cannot take the trip send a $5 bill right away to G. E. Burwell, Charlotte, and tell him that you want to enlist. You will be enrolled as a member and have a large, beautifully engraved certificate to show for it inside of ten days. Your conscience will be clear; you will have materially helped the cause we are all laboring for; you will have done your "bit." J. G. B.

ASSOCIATION MEETING

The Executive Committee of the North Carolina Pharmaceutical Association has voted to make the time of next meeting June 19, 20, and 21, 1917. It will be remembered that the members voted at Wrightsville to go to Asheville, leaving the time to the committee.

Mr. C. A. Raysor, the local secretary, is making all arrangements for the convention, and promises the members a good time when they get up to the Capital City of the Land of the

Sky. He is being assisted by the other local druggists. Numerous entertainment features are being worked out. The ladies are to have amusements and diversions waiting for them. Several vital matters pertaining to the profession are to be brought up and acted upon. All in all, this is a mighty good year for the North Carolina druggists to plan now for a lay-off in June and a round-trip ticket to Asheville.

E. G. Birdsong, of Raleigh, will preside over this the thirty-eighth meeting of the Association. His presidential associates, the vice presidents, are G. A. Matton, High Point; S. E. Welfare, Winston-Salem; G. R. Pilkington, Pittsboro, who will, of course, be on hand to assist in the proceedings. Treasurer G. E. Burwell, of Charlotte, who is now in Florida, has asked for a leave of absence from his house and will be on the job long before the roll is called. C. J. O'H. Horne, of Greenville, sometimes known as "Doc" Horne, is preparing his report as chairman of the Executive Committee. He wants the members to bear in mind that it is his ambition to enroll not less than fifty new members during the coming session. Senator K. E. Bennett, of Bryson City, is carefully greasing up his Ford to run over and tell the members all about the law he engineered through the last Legislature; also how he helped to kill the "open formula" bill. G. K. Grantham, of Dunn, another legislator, will, of course, be on hand, knowing full well that a meeting of the Association would not be a good meeting unless he were there. (The writer would feel like turning around and going home if he heard that Brother Grantham was not coming.) It is perfectly unnecessary to report that E. L. Tarkenton, of Wilson, will be there to act as chairman of the Committee on Papers and Queries; and of course it is superfluous to add that he is one of the greatest chairmen the Association has ever had. Mr. Zoeller is coming, too—and gosh! how glad we are of it. Someway a pharmacist just can't help loving Mr. Zoeller and looking forward to seeing him again. (Remember what we did to him at Wrightsville when he hatched out the erroneous impression that we could do without him as head of the Board of Pharmacy?) By the way, what has happened

to our one-time president, C. P. Harper, of Selma? Everybody missed him last year. We cannot excuse him this time. All the members of the State Board will be there in full force: W. W. Horne from Fayetteville, F. W. Hancock from Raleigh-Oxford, I. W. Rose from Rocky Mount, C. P. Greyer from Morganton, and, lastly, the Tarboro member whose name we can't recall. Somebody said Beard was going to Asheville to act as secretary of the Association and take along the Johnson boy from Washington, D. C., who has that funny-looking little "diddle" that he always plays with when anybody is talking. Dean E. V. Howell of the University Pharmacy School will be on hand if he hasn't already gone to war; so will Burnie Warren, of Greenville. P. A. Lee of the Executive Committee has "Dunn" made all his plans to go along with G. K. Grantham. Rear Admiral C. D. Bradham will likely be there to see, among other things, that every member is internally refreshed with Pepsi-Cola. (Every one has come to expect Pepsi-Cola as a part of the entertainment features and couldn't well do without it.) The Traveling Men's Auxiliary is going with all flags flying—the full company of them. They will be captained by O'Bannon, with sergeants and corporals like Underwood, Patterson, Reinheimer, Van Gorder, John, Jr., Kershaw, Bowers, Kuhn, Whitaker, and several more of the best fellows imaginable. On the train going to Asheville we must stop by and pick up such good delegates on the way as Stowe, Wearn, Haywood, Vaughan, Miller, Seawell, Thomas, Andrews, Barnes, Blair, Goodman, Brame, Hicks, Page, McNeill, Creech, O'Hanlon, etc.

The writer said last year that there were thirteen reasons why all druggists should go to Wrightsville and attend the meeting there. This year there are fifty-seven reasons why they shou'd go to Asheville. Reason No. 29 is that there is going to be a large number of the finest women in the world along with us to add enjoyment to the occasion. The wives of druggists are going to organize this year into some kind of branch work, and as many ladies as possible should be in Asheville to help decide the numerous questions that will come up in connection with the new organization.

Every member ought to be there; those that cannot go ought to prepare a paper and send it to be read. Let's all pull together, push together, boost together, and make the good old N. C. P. A. the greatest organization in the State. Let's celebrate her thirty-eighth birthday by swelling the list of members to 500.

MAINLY ABOUT CASTOR OIL

The old-time popular idea was that the virtue of a medicine depended upon the odor and taste of the medicine to a large extent, whether during its action it made one feel badly or not. A pleasant-smelling, pleasant-tasting, and pleasant-acting drug simply did not do a body much good. But if the stuff smelled "awful" or tasted worse, and caused so much unpleasantness after taking as to make one forget his or her original pain or ache, then that was the master medicine.

This notion seemed especially applied to purgatives. Modern therapy has changed all this—mostly. But there are still a number of people, belonging perhaps to the older generation, who retain this obsolete conception and judge the efficieney of a physic by its attraction or repellence for the olfactory and gustatory nerves. To such people castor oil is a favorite purgative, since it has more different kinds of offensive qualities than almost any agent in the materia medica. Nor does it lend itself well to taste-disguising methods. Some nurses contend that if the oil be floated in whiskey it will slip down the throat without any appreciable taste. False, inaccurate, untrue, erroneous. The North Carolina prohibition laws (at present two quarts per month; after July 1st, *a la Reed,* less than two quarts a lifetime) will not allow enough whiskey to be shipped into the State at any one time to any one person to mask the malodorous, maltastefnl quality of one teaspoonful of the oil. Some people, it is true, take this remedy without displaying any repugnance, and boast that they do not mind the taste. The Indians, Cooper tells us, went to a painful death wearing a contemptuous smile (and little else) in an endeavor to convey the impression that dying was a small matter to them. These Indians left many

descendants in North America, not the least direct of whom is the man who cheerfully swallows castor oil. (The editor has got to go home now and take a dose of the blamed stuff. That's why all this talk.) J. G. B.

EASTERN vs. WESTERN NORTH CAROLINA

There are 982 pharmacists registered by the North Carolina Board of Pharmacy. Thirty-nine of these are at present living outside the State. Forty-seven are colored. There remains 896 pharmacists who are eligible for and should be members of the North Carolina Pharmaceutical Association. But only 320, or 35.7 per cent, are affiliated with the Association.

The JOURNAL was asked the other day about the respective strength of Eastern and Western North Carolina from the standpoint of numbers of registered pharmacists and of Association members. Being unable to answer the question, but desiring to know, the editor "got busy" and found out. The State was divided into two practically equal parts. The dividing line was drawn almost due north and south, beginning at the northern junction of Rockingham and Caswell counties and ending at the southern junction of Richmond and Scotland counties. Considering population and territory, this is about as equal a division as could be made without separating counties. Using the last reports of the secretaries of the Board of Pharmacy and of the Pharmaceutical Association, it was found that 394 registered pharmacists (44 per cent) reside in Western North Carolina, while 502 (56 per cent) live in the Eastern half of the State. As stated above, there are 320 members of the State Pharmaceutical Association. Of this number 112 (35 per cent) are in the western part and 208 (65 per cent) are in the eastern section of North Carolina. Only 28.4 per cent of the western druggists belong to the Association, while 41.2 per cent of the eastern druggists are members. It is evident, therefore, that the east is the stronger from the standpoint of numbers.

From the standpoint of county strength in the Association, the following table may prove of interest. The name of the county is given first, followed immediately by the number of

druggists in the county who belong to the Association. The counties are arranged in the order of numerical strength.

Wake, 21; Durham, 19; New Hanover, 19; Guilford, 17; Mecklenburg, 16; Robeson, 13; Buncombe, 12; Edgecombe, 9; Harnett, 8; Forsyth, 8; Johnston, 8; Cumberland, 8; Moore, 8; Craven, 7; Gaston, 7; Orange, 7; Wayne, 7; Iredell, 6; Lenoir, 6; Pasquotank, 6; Pitt, 6; Alamance, 5; Vance, 5; Wilson, 5; Beaufort, 4; Columbus, 4; Henderson, 4; Rowan, 4; Warren, 4; Cabarrus, 3; Duplin, 3; Granville, 3; Halifax, 3; Union, 3; Brunswick, 2; Caldwell, 2; Chowan, 2; Davidson, 2; Franklin, 2; Haywood, 2; Montgomery, 2; Nash, 2; Person, 2; Randolph, 2; Sampson, 2; Swain, 2; Tyrrell, 2; Carteret, 1; Chatham, 1; Catawba, 1; Cherokee, 1; Cleveland, 1; Hertford, 1; Hoke, 1; Jackson, 1; Lincoln, 1; Macon, 1; Madison, 1; Northampton, 1; Richmond, 1; Rockingham, 1; Rutherford, 1; Scotland, 1; Stanly, 1; Surry, 1; Transylvania, 1; Wilkes, 1.

The following counties have no members: Alexander, Alleghany, Anson, Ashe, Avery, Bertie, Bladen, Camden, Caswell, Clay, Currituck, Dare, Davie, Gates, Graham, Greene, Hyde, Jones, Lee, McDowell, Martin, Mitchell, Onslow, Pamlico, Pender, Perquimans, Stokes, Washington, Watauga, Yadkin, Yancey.

Wake with 21 members leads the list. There are 31 counties with no representatives. J. G. B.

MISCELLANEOUS NEWS

About $400 worth of narcotics were stolen in January from the wholesale house of John M. Scott & Co., Charlotte. The thief evidently understood where everything in that line was kept. A 20-pound can of opium was a part of the "haul."

The National Herb Growing Association is now an established fact in London. It is conducted by the women of England, who have put herb-growing and drying on a commercial basis. Prior to the war England was largely dependent upon Germany for its herbs. The new association would change this and have England independent of any other country.

At the November examination of the North Carolina Board of Pharmacy the following 22 out of 68 candidates were successful: C. H. Allen, Star; Robert Bonner, Hickory; Q. T. Bilbro, New Bern; E. S. Beason, Wilmington; H. T. Campbell, Hickory; R. R. Copeland, Tarboro; J. O. Cline, Granite Falls; J. W. S. Davis, Andrews; P. D. Gattis, Raleigh; Fred Hester, Asheville; C. T. Harper, Zebulon; L. N. Kirksey, Morganton; M. I. Lasley, Philadelphia; A. H. Millican, Wilmington; M. McNeeley, Mooresville; A. H. Moir, Leaksville; E. L. Ray, Carthage; M. V. B. Williams, Lexington; R. C. Walton, Raleigh; J. R. Whitley, Fremont; W. P. Whitmire, Jr., Hendersonville. R. R. Copeland, a pharmacy student at the University of North Carolina, made the highest general average before the Board.

There is a certain well-known and thoroughly liked pharmacist in this State that exactly fits the description given by Harry Leon Smith of one of his characters. Can you place him by this description: "His dimensions, what they was of him, all run perpendicular. He didn't have no latitude. If his collar slipped over his shoulders he could step out of it. If they hadn't been paying him all that money to make pills he could of got a job in a wire wheel. They wouldn't of been no difference in his photograph if you took it with a X-ray or a camera. But he

had hair, two eyes, and a mouth, and all the rest of it, an' his clo'es was certainly class. Why wouldn't they be? He could pick out cloth that was thirty meg a yard and get a suit and overcoat for fifteen bucks. A umbrella cover would have made him a year's pyjamas."

The following clipping taken from the *Greensboro Record* indicates, we believe, the sentiment of most North Carolinians in regard to the proposed legislation this year regulating the sale of proprietary medicines: "The Senate at Raleigh, by a vote of the entire committee save one member, killed the Scales-Page 'open formula' bill relating to patent medicines, and thus ends a long fight between doctors and proprietors of patent medicines. We have an idea that the action of the Senate committee will meet with the approval of all men who have studied the proposed law. Had the bill called for printing the names of any deleterious ingredients it would have gone through, but to take a man's formula away from him, publish it to the world, isn't a fair deal, as it looks to us and to numerous people."

Officers for the American Pharmaceutical Association have been elected. They are: Charles Holzhauer, Newark, N. J., president; Alfred R. L. Dohme, Baltimore, first vice president; Leonard A. Seltzer, Detroit, second vice president; Theodore J. Bradley, Boston, third vice present; W. B. Day, Chicago, secretary; Dr. H. M. Whelpley, St. Louis, treasurer.

The Journal is in receipt of the following invitation:

Mr. and Mrs. Elvin Luther Fleming
request the honor of your presence
at the marriage of their daughter
Francis Lee
to
Mr. Lester Boyd Mullen
on Wednesday afternoon, the eleventh of April
at six-fifteen o'clock
Broad Street Methodist Church
Statesville, North Carolina

KELLY EDMOND BENNETT

Kelly Edmond Bennett was born at Bryson City, North Carolina, on February 8, 1890, a son of Aurelius McDonald and Mary Charlotte (Hyatt) Bennett. His early education was obtained at the Orange Street High School, Asheville, and the Bryson City High School. His professional training was received at the University of North Carolina School of Pharmacy, from which he was graduated with the degree of Graduate in Pharmacy, (Ph.G.) in June, 1912. Immediately after graduating and becoming licensed by the North Carolina Board of Pharmacy, Mr. Bennett joined the North Carolina Pharmaceutical Association and took an active part in its work. Although one of the younger members he has served the Association in numerous capacities since joining. Mr. Bennett is also a member of the American Pharmaceutical Association, being chairman of the membership committee of North Carolina.

On December 30, 1913, Mr. Bennett was married to Miss Ola Tela Zachery, of Jackson County, this State. To this union two children (girls) have been born.

Mr. Bennett is an active member of the Bryson City Board of Trade (now serving as its Secretary-Treasurer); of the North Carolina Good Roads Association; and of the National Highways Association.

In November, 1916, Mr. Bennett was elected senator from the thirty-seventh district to the State Legislature. This district comprises the counties of Swain, Jackson, Haywood and Transylvania. Beginning service with the 1917 session of the legislature Mr. Bennett's ability was at once recognized and he was placed on the following committees: Chairman of the Congressional Appropriations Committee; Assistant chairman of the Public Roads and Turnpikes Committee; Assistant chairman of the Calendar Committee; Secretary Public Health Committee. He also served as a member of the Committees on Commerce; Education; Insane Asylums; Mining, and Rules. Senator Bennett was the youngest member of either branch of the legislature during his term. He won renown for himself as well as the gratitude of pharmacists throughout the State in his fight on the proposed legislation popularly known as the "open formula" bill, and because of the introduction and passage of his own bill (known as Senate Bill 626) designed to eliminate the sale and advertisement of proprietary or patent remedies purporting to *cure* incurable diseases. The passage of this latter bill was considered one of the important acts of the legislature.

Mr. Bennett was recently elected a trustee of the University of North Carolina to serve until 1925. He is a Mason (Royal Arch, Thirty-second Degree); also a member of the I. O. O. F.

Kelly Edmond Bennett, Ph.G.

State Senator from the Thirty-seventh District.

BENNETT'S BILL

Senator Kelly E. Bennett, a prominent pharmacist of Bryson City, is responsible for the following bill which was introduced and passed in the last North Carolina Legislature:

"That it shall be unlawful for any person, firm, association, or corporation in the State, or any agent thereof, to sell or offer for sale any proprietary or patent medicine or remedy purporting to cure cancer, diabetes, paralysis, Bright's disease; and that it shall be unlawful for any person, firm, association or corporation in the State, or any agent thereof, to publish, in any manner or by any means, or cause to be published, circulated, or in any way placed before the public, any advertisement in a newspaper or other publication, or in the form of books, pamphlets, handbills, circulars, either printed or written, or by any drawing, map, print, tag, or by any other means whatsoever, an advertisement of any kind or description, offering for sale or commending to the public any preparatory or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, Bright's disease, or any mechanical device whose claims for the cure or treatment of disease are false or fraudulent."

Each sale or advertisement shall constitute a separate offense. Any one violating this act shall be guilty of a misdemeanor, with a fine not exceeding one hundred dollars. Conflicting laws are repealed. The act to be in force from date of ratification.

A DRUGGIST'S PRAYER

Teach me that sixty minutes make an hour, sixteen ounces one pound, one hundred cents one dollar.

Help me to live so that I can lie down at night with a clear conscience, without a gun under my pillow, and unhaunted by the faces of those to whom I have brought pain.

Grant that I may earn my meal ticket on the square, and that in earning it I may not stick the gaff where it does not belong.

Deafen me to the jingle of tainted money; to the rustle of unholy skirits. Blind me to the faults of the other fellows, but reveal to me mine own.

Guide me so that each night when I look across the dinner table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with my children.

And when come the smell of flowers, the tread of soft steps, and the crunching of wheels out in front, make the ceremony short and the epitaph simple: "Here lies a Man."—*Gregg.*

Mrs. Norah Mulvaney one day met her friend, Mrs. Bridget Carr, who had in her arms her twelfth child.

"Arrah now, Bridget," said Norah, "and there ye are with another little Carr in your arms."

"Another it is, Mrs. Mulvaney," replied her friend, "an' it's me that's hopin' it's the caboose."

ALUMNI NEWS

William W. Wiggins, Ph.G. 1916, is now manager of a drug store at Coats, N. C.

Norman W. Lynch, Class of 1905, owns a handsome new drug store at 429 South Church Street, Charlotte. Mr. Lynch was formerly vice president of the Hospital Supply and Drug Company, also of Charlotte.

W. W. Smith, Class of 1916, is employed by the Macfie-Brodie Drug Company, Inc., Brevard, as prescriptionist.

Lester A. Reeves, Class of 1912, is the proprietor of the Moody Drug Company, Charlotte. The style of the firm has been changed to Reeves' Pharmacy.

Clyde Webb, Class of 1904, has purchased an interest in Kendrick's Drug Store, corner of Trade and Church streets, Charlotte.

J. P. Cordon, Class of 1914, formerly of Clayton, is now a traveling salesman for the Louisville Varnish Company, Louisville, Ky.

J. Hunter Jones, of Reidsville, Class of 1914, was married last year.

The following Carolina men have also been married during the past year or so: J. E. Lytch, Ph.G. 1914, Rowland; Harvie Ward, Class of 1914, Danville, Va.; D. T. Briles, Special Student 1913-14, Fayetteville; B. H. Wolfe, Class of 1916, Charlotte.

Albert Bretsch, Class of 1909, is manager of the Bretsch Bakery, Raleigh.

C. M. Miller, Ph.G. 1916, is now employed by the Palace Drug Company, Goldsboro.

F. J. Hunnicutt, Ph.G., 1911, is a registered pharmacist with C. E. King & Sons, Druggists, Durham.

G. L. Nye, Class of 1917, of Orrum, is junior clerk for Davenport's Pharmacy, Washington, N. C.

W. O. Allen, Class of 1917, is located with the New Drug Company, Hendersonville.

R. D. Sanford, Ph.G. 1916, is now manager of Woodall & Sheppard's Drug Store, Wilmington.

H. R. Simmons, Class of 1915, is junior clerk at Howerton's Drug Store, Greensboro.

N. L. Beach, Class of 1916, is prescriptionist for Welfare's Drug Store, Winston-Salem.

W. P. Whitmire, Class of 1915, is with the Hunter Drug Company, Hendersonville.

Victor Overman, Class of 1917, who led all other candidates before the June, 1916, meeting of the North Carolina Board, is now manager of the Weldon Drug Company, Weldon.

Garland M. Atwater writes the JOURNAL: "U. N. C. is well represented at Elizabeth City. Of the eight druggists here, five

are Carolina men: Jacocks, '99; Perry, '03; Atwater, '12; Boone, '13, and Morrisette, '14." Good news. May the good old blue and white continue to wave there in force. Brother Atwater also reports that he is building a new home on Elliott Street.

J. E. Turlington, Ph.G. 1916, has bought a part interest in Turlington & Morrison's store at Wilson. This store, which has been reincorporated, was formerly known as Turlington & Moore.

A. H. Yearby, a member of the first pharmacy class at the University in 1897, has sold his drug business in Durham and has accepted a position as traveling salesman with the Peabody Drug Company.

D. S. Chapman, Ph.G. 1907, has bought the Yearby Drug Store, Durham.

Charles H. King, Class of 1905, has bought the Clarke Drug Company, Durham. The firm name will hereafter be King's Pharmacy. It will be managed by Mr. King himself.

Carl Sutton, Class of 1917, holds a position with Patterson Drug Company, Wilson.

E. V. Kyser, Ph.G. 1915, formerly of Rocky Mount, but now living in Cincinnati, Ohio, was married last fall to Miss Genevieve Griffin, sister of Hugh A. Griffin, Ph.G. 1909, Rocky Mount.

George Wilson, Class of 1917, is at present with the Stowe-Saunders Drug Company, Belmont.

Fred Patterson, 1916, is prescriptionist for McArthur's Drug

Store, Winston-Salem. Incidentally, R. M. McArthur, proprietor of the store, is an alumnus of Carolina, having secured a Ph.G. here in 1908.

Frank Lunn, Ph.G. 1913, has, together with Allison James, purchased the Thompson's Drug Store, of Winston-Salem. This store is one of the oldest in the State and is in an excellent location, corner of Fourth and Liberty streets.

L. R. Wilson, 1916, of Gastonia, is soon to be with the Government as a naval pharmacist. The JOURNAL hopes for him a pleasant location and speedy promotion.

Homer Andrews, Ph.G. 1914, P.D. 1915, has bought an interest in the Houston Drug Company, Burlington.

M. V. Wilson, Special Student 1916, is at present located with the Aycock Drug Company, Louisburg.

Carl Rosenbaum, 1915, formerly with Fore & Co., Roxobel, is employed by the Nash Street Drug Company, Wilson.

Ben Dawson, 1909, is with the McNair Drug Company, Tarboro.

Thomas H. May, Class of 1913, is manager for the Paragon Drug Company, Henderson.

A. B. Butler, Ph.G. 1916, is with Wilson & Lee, Dunn, as prescription clerk. Mr. P. A. Lee of this firm is also an alumnus of Carolina of the Class of 1904.

W. S. Wolfe, Class of 1914, is prescriptionist for the Payne Drug Company, Wilmington.

M. A. Peacock, 1910, is manager of the Peacock Drug Company, of Benson. This firm recently moved into their new store, which, according to reports, is one of the best equipped in that section of the State.

The Benson Drug Company, another drug store in Benson, has two Carolina men as owners: Loamie Gilbert, Class of 1904, and Junius Warren of the Class of 1914.

C. C. Reins, Class of 1912, formerly of North Wilkesboro, is now with the McLaurin Drug Company, Rockingham.

John L. Henderson, P.D. 1915, announces the arrival on February 2, 1917, of Margaret Belle Henderson.

Cader Rhodes, 1909, says he is "on the job" at the Tucker Building Pharmacy, Raleigh. That was his way of saying he was still with this firm; but, knowing Rhodes, the Journal feels no hesitation in saying that the statement can be taken literally.

R. L. Furman, Special Student, 1915, also a former student at the Southern College of Pharmacy in Atlanta, is employed by Smith's Drug Store, Asheville.

W. H. Snell, 1917, is continuing his study of pharmacy at the Southern College of Pharmacy, Atlanta, Ga.

E. R. Roberson, 1917, of Robersonville, is taking advanced work in the Department of Pharmacy at Vanderbilt University.

B. P. Scruggs, 1917, of Rutherfordton, has just returned from the Mexican border, where he has seen active service as a first lieutenant in the Hospital Corps.

C. H. Beddingfield, 1917, has a position in a drug store at Stantonsburg, Va.

R. S. Shaw, 1915, of Halifax, is taking the Page course in Raleigh to prepare for the coming meeting of the State Board of Pharmacy.

C. A. Wilson, 1917, has resigned from the Pharmacy School and has taken a position with the new drug store at Selma, the Richardson Drug Company.

C. C. Seawell, 1905, who has been for several years with the Hart Drug Company, High Point, has accepted a position with the Green Drug Company, also of High Point.

Randall Mann, 1916, is employed by his father at the Mann Drug Company, High Point.

C. C. Shell, 1908, is with the Lexington Drug Company, Lexington.

L. N. Kirksey, 1917, of Morganton, is prescriptionist for O'Hanlon's Drug Store, Winston-Salem.

Nello Merritt, 1916, of Carrboro, is now with the United States Hospital Corps, and will soon see active service. He is at present stationed at Fort Oglethorpe.

Walter R. White, Ph.G. 1910, and Alpheus Jones, Class of 1912, purchased last fall a drug store in Warrenton.

W. S. Wolfe, 1914, of Mount Airy, is with the Payne Drug Company, Wilmington.

PERSONALS

Irwin Gale, formerly with Belmont Pharmacy, Charlotte, has accepted a position with the Union Drug Company, Monroe.

George Lowe is now employed by the Hart Drug Company, High Point.

C. W. Vickers, of Durham, is prescriptionist for Souder's Pharmacy, Fayetteville.

H. L. Hicks, Tarboro, has bought the interest of the estate of W. A. May in the Red Cross Pharmacy, Rocky Mount.

C. D. Sedberry, of Fayetteville, has temporarily relinquished his position with Henry B. Gilpin Company, of Baltimore, on account of poor health. The JOURNAL wishes for Mr. Sedberry a speedy return to good health and the resumption of his old job, for we cannot accustom ourselves to thinking of Gilpin without thinking also of Sedberry.

Clark Porter, first cousin of O. Henry, the former North Carolina druggist who attained so much fame as a writer, is general relief man for the Greensboro druggists, according to our local reporter there. He works periodically in every store in town.

Earle Weatherly is prescriptionist for the Greensboro Drug Company.

Miller Davidson, formerly manager of the Haw River Drug Company, is now employed by the Burton-Rankin Drug Company, Winston-Salem.

VanDyke Elkins, until recently registered pharmacist for the Greensboro Drug Company, established last fall a new store of his own at Siler City.

John Trent, for the past year or so a druggist in Howerton's Drug Store, Greensboro, has accepted a similar position with the Stowe Drug Company, Charlotte.

Park Stratford, formerly of the Farris-Khttz Drug Company, is now with the Elm Street Pharmacy, Greensboro.

Herbert Reaves has recently opened a new drug store in Roberson, N. C.

Fred Dees, of Pikeville, is now located in Wallace, N. C.

R. A. Turlington, of Wilson, recently secured a patent on an egg tester he has invented. An announcement and diagram of the invention appeared in the last issue of the *Official Gazette.*

Fred L. Powell, of Whiteville, is junior drug clerk with Haywood & Boone, Durham.

A. H. McDonald, until recently manager of the Edgemont Drug Company, Durham, has purchased the York Drug Company, at West Durham.

Henry White, who has been with the City Drug Company, at Elizabeth City, is now studying medicine at the University of Virginia.

W. L. Buhman, formerly with Thompson's Drug Store, Winston-Salem, is at present engaged by the Owen's Drug Store, same place.

MARRIAGES

William Winston Wiggins (Ph.G., U. N. C., 1916), of Coats, was married August 1, 1916, to Miss Addie Foister, of Chapel Hill.

William Lewis Wetzell (Ph.G., U. N. C., 1909), of Gastonia, was married June 6, 1916, to Miss Clara Idelle Armstrong, also of Gastonia.

A. B. Macon, of Greensboro, was married August 30, 1916, to Miss Ruth Ford, of Roachdale, Ind.

William Wilson Allen (Carolina 1916) was married to Miss Irma Justus, daughter of Mr. W. H. Justus, of Hendersonville, on December 23, 1916.

Glenn Pope, Jr., was married to Miss Mildred Barber, at Clayton, in October, 1916.

Eugene Thomas, of Roxboro, was married to Miss Bessie Winstead, of the same place, in March, 1917.

Alexander Grady Webb, of Chapel Hill, was married on the 29th of November, 1916, to Miss Nona Ruth Thompson, also of Chapel Hill.

DEATHS

The hand of death has removed from the ranks of pharmacy the following members:

Edward Burton, Winston-Salem; Sidney Haywood Smith, Lexington; James W. Lucas, Wilson; J. H. Stephens, Knoxville, Tenn.

Dr. William C. Alpers, of Cleveland, Ohio, died at his home on February 20, 1917, after an illness of five months. Dr. Alpers was president of the American Pharmaceutical Association in 1915-16. At the time of his death he was editor of the *Apotheker-Zeitung,* Dean of the Cleveland School of Pharmacy, and Professor of Pharmacy of the Western Reserve University.

C. Lewis Diehl, of Louisville, Ky., died March 25, 1917. Mr. Diehl has been reporter on the *Progress of Pharmacy* for the American Pharmaceutical Association for the past twenty years, and was well and favorably known in drug circles throughout the United States.

NEW STORES OF A YEAR

Nash Street Drug Company, Wilson. Capital, $25,000 authorized, and $5,000 subscribed by J. D. Bowen, Addie Bowen, and T. P. Moore.

The Thompson Drug Company, Winston-Salem. Capital, $50,000 authorized, and $25,000 subscribed by Allison James, F. H. Lunn, and A. H. Eller.

Conyers & Sykes, of Greensboro, who had their store burned last fall, have opened a new store farther up town.

A. M. Secrest and Frank Sloan will open soon a new store in Albemarle. Mr. Secrest is manager of the Union Drug Company, of Monroe. Mr. Sloan formerly worked with this company.

The Hoke Drug Company, Raeford. Capital, $10,000 authorized, $6,000 subscribed by E. F. Townsend, J. H. Townsend, and Arch McNair.

The Richardson Drug Company, of Selma, expects to move into its new store this month.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF THE CAROLINA JOURNAL OF PHARMACY

Published quarterly at Chapel Hill, N. C., required by the Act of March 3, 1879.

Editor, J. G. Beard, Chapel Hill, N. C.

Business Manager, J. G. Beard, Chapel Hill, N. C.

Publisher, William Simpson Pharmaceutical Society.

Known bondholders, mortgagees, and other security holders, holding 1 per cent or more of total amount of bonds, mortgages or other securities. None.

(Signed) J. G. Beard.

Sworn to and subscribed before me this April 1, 1917.

(Signed) C. B. Griffin,
Notary Public, Orange County.

(Seal)

My commission expires August 26, 1917.

Volume II MARCH, 1917 *Number 3*

Carolina Journal of Pharmacy

The official organ of the North Carolina Pharmaceutical Association. Published quarterly by the William Simpson Pharmaceutical Society of the University of North Carolina School of Pharmacy at Chapel Hill

Program

of the

Thirty-eighth Annual Meeting

of the

North Carolina Pharmaceutical Association

Asheville, N. C.

June 19, 20 and 21, 1917

Entered as second-class matter, July 12, 1915, at Chapel Hill, N. C.

THE BATTERY PARK HOTEL, AT ASHEVILLE, N. C.

A committee from the Association composed of Local Secretary C. A. Raysor, and representatives from the Traveling Men's Auxiliary, decided upon the Battery Park Hotel as official headquarters for the delegates. The several meetings will be held in the large assembly room of the hotel.

The Battery Park is conveniently located within easy walking distance of the heart of the city. Situated on a high hill it commands a splendid view of Asheville and the surrounding mountains. The cuisine is excellent; the rooms cool and airy, while the broad verandas are wind-swept on the hottest days.

The rates for delegates or druggists attending the Association meeting will be:

AMERICAN PLAN

Room Without Bath	*Room With Private Bath*
One person .....$3.50 a day	One person .....$4.50 a day
Two persons ..... 3.00 a day	Two persons ..... 4.00 a day

ED. G. BIRDSONG, OF RALEIGH, N. C.

Who will Preside Over the Meeting of the North Carolina Pharmaceutical Association at Asheville

The North Carolina Pharmaceutical Association was founded thirty-eight years ago by a band of loyal, far-sighted druggists who desired to organize and unify into a co-operative institution the host of pharmacists throughout this State. They framed a constitution and set of by-laws so excellent that, save for a few minor changes, are as forceful today as they were two score years ago. The originators of our Association, while not unmindful of the advantages that would accrue to themselves through organization, were building for posterity; for the druggists still yet unborn. They builded well—those grand old men—and their superstructure must be added to through our responsible efforts. The Association today is a living, pulsing monument to the memory of the founders, and we welcome the opportunity of commemorating the thirty-eighth anniversary of their undying enterprise. But even more perhaps, must we think of ourselves and look ahead to our successors in the community of pharmacy. Are we going to stay idle and trust to Providence to keep our fortunes directed straight; shall we with thoughtless mien let tomorrow bring tomorrow's luck, nor strive to make it good; can we expect to nullify the inevitable law that "that goes backward which stands still"; will the economic forces in commercialism smile kindly upon us merely because we are benefactors? The answer to these questions unfortunately is No, and again NO. The Pharmaceutical Association is a most worthy institution; pharmacy is a profession that is unashamed; both will continue when their present members are lost to memory. But we must decide whether the continuation of each shall be upward or downward. Ours is a heritage to be used, improved, and then passed on to those who follow. A brief self-analysis will disclose our duty. That duty while not purely altruistic is equally not all egoistic. The greatest gainer is the greatest giver; he is benefitted most who helps most to benefit. The Association wants YOU, not the other fellow; it needs you and you need it. Won't you prove your broadmindedness to duty by going to Asheville in June and lending your efforts during these parlous times towards solving the perplexing problems that our entrance into the world war imposes upon pharmacy?

G. A. MATTON, OF HIGH POINT, N. C.

First Vice-President of the North Carolina Pharmaceutical Association. Mr. Matton will deliver the Response to the Address of Welcome made by Hon. T. J. Harkins

Officers, Committees and Delegates, 1916-1917

OFFICERS

PRESIDENT
E. G. Birdsong

VICE-PRESIDENTS
G. A. Matton
S. E. Welfare
G. R. Pilkington

SECRETARY
J. G. Beard

TREASURER
G. E. Burwell

LOCAL SECRETARY
C. A. Raysor

BOARD OF PHARMACY
E. V. Zoeller, *President*
F. W. Hancock, *Sec.-Treas.*
W. W. Horne
I. W. Rose
C. P. Greyer

COMMITTEES

EXECUTIVE
C. J. O. Horne, *Chmn.*
Jesse Carter
P. A. Lee
S. O. Blair
J. G. Beard, *ex-officio*

LEGISLATIVE
F. W. Hancock, *Chmn.*
E. V. Zoeller
W. W. Horne
I. W. Rose
C. P. Greyer

AUXILIARY TO ABOVE
G. R. Pilkington
C. A. Raysor
C. C. Seawell

ADULTERATIONS
E. V. Howell, *Chmn.*
J. E. Shell
E. C. Daniel

PAPERS AND QUERIES
E. L. Tarkenton, *Chmn.*
Samuel Carter
H. S. Sedberry

MEMBERSHIP
G. E. Burwell, *Chmn.*
C. L. Eubanks
C. P. Greyer

DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION
E. V. Zoeller, *Chmn.*
E. V. Howell
C. P. Greyer
W. W. Horne
H. T. Hicks

N. A. R. D.
P. W. Vaughan, *Chmn.*
H. S. Sedberry
Samuel Carter

TENNESSEE PHARMACEUTICAL ASSOCIATION
C. A. Raysor, *Chmn.*
W. H. Justus
K. E. Bennett

SOUTH CAROLINA PHARMACEUTICAL ASSOCIATION
R. R. Bellamy, *Chmn.*
P. A. Lee
John H. Hardin

VIRGINIA PHARMACEUTICAL ASSOCIATION
R. M. Brame, *Chmn.*
W. J. Boon
J. F. Cole

MARYLAND PHARMACEUTICAL ASSOCIATION
Jesse Carter, *Chmn.*
Howard Gardner
W. W. Reid

NORTH CAROLINA MEDICAL SOCIETY
Frank S. Smith, *Chmn.*
J. Alonzo Goode
Wm. H. Blauvelt

Railroad Rates and Information

The Associated Railways of Virginia and the Carolinas advise that no special rates can be given the delegates attending the Association meeting beyond the regular summer excursion rates, which will be most reasonable from all sections of the State.

The united druggists of Asheville assembled together extend a cordial invitation to all other druggists in North Carolina to come to their fair mountain city during Association week. Every drug store in Asheville will be unofficial headquarters for the delegates.

ASHEVILLE-CHARLOTTE HIGHWAY AT HICKORY NUT GAP

ON TRAIL TO

Ashe

PACK SQUARE

GROVE

T MITCHELL

ville

BILTMORE MANSION

K INN

Convention Program

First Session

Tuesday, 11:00 a. m., Assembly Room Battery Park Hotel

Meeting called to order by President E. G. Birdsong, of Raleigh.

Invocation by Reverend C. W. Byrd.

Address of Welcome Upon the Part of the City—Hon. T. J. Harkins.

Response—Vice-President G. A. Matton, High Point.

Address of Welcome Upon Part of the Local Druggists—C. A. Raysor.

Response—E. L. Tarkenton, Wilson.

Roll Call by Secretary.

Reading of Minutes of Previous Meeting.

Admission of New Members by Chairman C. J. O. Horne, Greenville.

Introduction and Presentation of Visiting Delegates from the State Pharmaceutical Associations of Maryland, Virginia, Tennessee, South Carolina; also the North Carolina Medical Society.

Impromptu Remarks by Members of the Traveling Men's Auxiliary.

Second Session

3:00 P. M.

Annual Address of the President, by E. G. Birdsong.
Report of Secretary J. G. Beard, Chapel Hill.
Report of Treasurer G. E. Burwell, Charlotte.

8:00 P. M.

Get Acquainted Hour—Parlor of Battery Park Hotel.

9:00 P. M.

Moving Picture Party, at the Galax Theatre.

Third Session

Wednesday

10:30 A. M.

(Meeting of the Traveling Men's Auxiliary.)

Report of Membership Committee, by Chairman G. E. Burwell.

Report of Secretary-Treasurer N. C. Board of Pharmacy, by F. W. Hancock.

Report of Delegates to:

American Pharmaceutical Association.....E. V. Zoeller
National Association of Retail Druggists.....P. W. Vaughan
Maryland Pharmaceutical Association .....Jesse Carter
Virginia Pharmaceutical Association .....R. M. Brame
Tennessee Pharmaceutical Association .....C. A. Raysor
South Carolina Pharmaceutical Association.....R. R. Bellamy
North Carolina Medical Society .....Frank S. Smith

Report of Chairman E. L. Tarkenton, of the Papers and Queries Committee.

Reading and Consideration of Papers and Queries.

Appointment of Committee on Time and Place of Next Meeting.

3:30 P. M.

Automobile Drive Through the City of Asheville; Over West Asheville Pike; Along the Weaverville Pike; Along the Summit of Sunset Mountain. Return to Hotel at Seven O'clock.

8:00 P. M.

Demonstration of the Manufacture, Standardization, etc., of Biological Products, by Dr. J. H. Crum, of Parke, Davis & Co., Detroit. Illustrated by Lantern Slides.

An effort is being made to stage several athletic, voting, and beauty contests by the members while the delegates are in Asheville. If sufficient prizes can be secured, this will be done.

Asheville Always Alert and Active. Altitude Two Thousand, Two Hundred and Fifty Feet. Population Thirty Thousand. Mean Temperature Fifty-five Degrees. Four Public Parks. Thirty-eight Miles Paved Streets. Finest Golf Course in South. Forty Churches. Splendid Hotels. Twenty-five Thousand Visitors Annually.

Fourth Session

Thursday

10:30 A. M.

Report of Legislative Committee, by Chairman F. W. Hancock.

Report of Committee on President's Address.

Election of Officers for the Ensuing Year.

Installation of New Officers.

Selection of Place of Next Meeting.

Report of Miscellaneous Committees.

Report of Auditing Committees.

Miscellaneous Business.

Fifth Session

2:30 P. M.

Discussions of Problems Arising from the Entrance of the United States Into the War as These Problems Relate to Druggists.

4:00 P. M.

(For Ladies Only.)

Reception in the Sun Parlor of the Battery Park Hotel; followed by an Automobile Ride Over the City.

7:30 to 11:00 P. M.

Entertainment Given by the Management of the Grove Park Inn in Honor of the Delegates of the North Carolina Pharmaceutical Association, their Wives and Daughters. Special cars will be in waiting at foot of the hill at post office for the trip.

While the meetings of the Association are designed primarily for the members, yet the meetings are not only open to the public but it is earnestly hoped that this year especially that all non-member druggists that can do so will go to Asheville and take part in the deliberations that will so vitally affect their interests.

Trip to Top of Mount Mitchell on Friday Morning

The Traveling Men's Auxiliary invite the delegates of the North Carolina Pharmaceutical Association, visiting druggists, and their wives and daughters attending the Association meeting to be their guests on a special trip to the top of Mount Mitchell, the highest mountain east of the Rockies. A special train will carry the party to the top of the mountain, where at an elevation of 6,711 feet a glorious panorama of the Land-of-the-Sky is unfolded. The party will return to Mount Mitchell Station in plenty of time for delegates who must do so to catch the 4:45 afternoon train for the East. This will be a delightful trip, especially pleasing to the down-country druggists.

Dance at Battery Park Hotel

All who can do so are cordially invited to stay over until Friday evening in Asheville and attend a complimentary dance given by the local druggists in the ball room of the Battery Park Hotel. The dance will begin at nine o'clock.

J. G. BEARD, CHAPEL HILL
Secretary N. C. P. A.

E. L. TARKENTON
Chairman Papers and Queries Committee

Every Druggist in Asheville is a Member of the Entertainment Committee

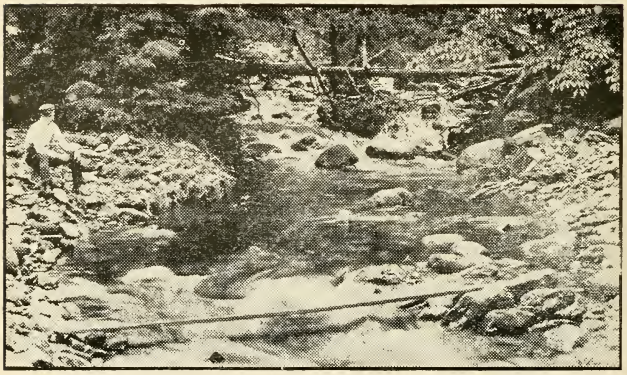
Papers and Queries

One of the most important features of an Association meeting is the reading of papers by members. These papers embrace the observation or experience of druggists in problems affecting their business. It is due the other members in a co-operative body like ours that every one who possibly can shall contribute a paper. Won't you send the title of the one you expect to read to the Chairman of the Papers and Queries Committee, E. L. Tarkenton, at Wilson?

The Ladies' Auxiliary

There was much discussion at the Wrightsville meeting last year about the desirability of the organization by wives and daughters of Association members of a woman's section.

It is hoped that as many ladies as possible will attend the meeting this year, since an effort will be made to form an auxiliary and a good initial attendance would do much to stimulate the work.



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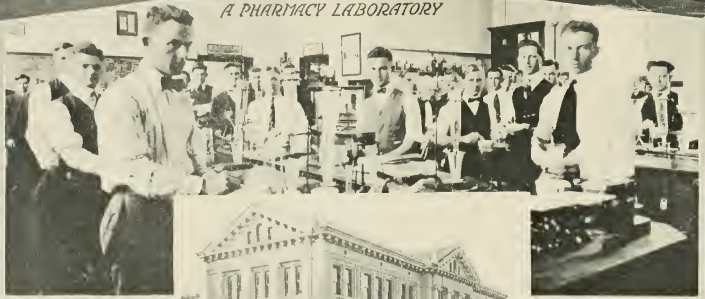

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The Thirty-eighth President of the North Carolina Pharmaceutical Association

The Carolina Journal of Pharmacy

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THE OFFICIAL ORGAN OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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PROCEEDINGS

OF THE

THIRTY-EIGHTH ANNUAL MEETING

OF THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

HELD IN

THE BATTERY PARK HOTEL CONVENTION HALL

ASHEVILLE, N. C., JUNE 19, 20, 21, 1917

ALSO THE

ROLL OF MEMBERS

REPORT OF THE SECRETARY-TREASURER
NORTH CAROLINA BOARD OF PHARMACY, TOGETHER
WITH LIST OF REGISTERED PHARMACISTS AND OF
THE MEMBERS OF THE TRAVELING
MEN'S AUXILIARY

OFFICIAL STENOGRAPHER
KENNETH M. S. JOHNSON
WASHINGTON, D. C.

1917
QUEEN CITY PRINTING COMPANY
CHARLOTTE, N. C.

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For general information regarding the Association, or for blank applications for membership, write to the Secretary, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary at once, giving your full name and address.

For information concerning examinations, the State Pharmacy Law and its enforcement, and Certificates of Registration, address F. W. Hancock, Secretary Board of Pharmacy, Raleigh.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

THE 1918 MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION WILL BE HELD IN RALEIGH, NORTH CAROLINA, AT A TIME TO BE SELECTED LATER.

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Swain	Bryson City	Kelly E. Bennett
Transylvania	Brevard	E. W. Blythe
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Union	Monroe	S. O. Blair
Vance	Henderson	Melville Dorsey
Wake	Raleigh	E. G. Birdsong
Warren	Warrenton	W. R. White
Washington	Plymouth	P. E. Davenport
Wayne	Goldsboro	C. B. Miller
Wilkes	North Wilkesboro	R. M. Brame
Wilson	Wilson	R. A. Turlington

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C. M. FOX.....Aberdeen
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PRESIDENTS

E. M. Nadal	Wilson	1880-1881
S. J. Hinsdale	Fayetteville	1881-1882
William Simpson	Raleigh	1882-1883
W. H. Green	Wilmington	1883-1884
V. O. Thompson	Winston-Salem	1884-1885
H. R. Horne	Fayetteville	1885-1886
A. W. Rowland	Wilson	1886-1887
F. W. Hancock	New Bern	1887-1888
T. D. Crawford	Oxford	1888-1889
J. D. Croom	Maxton	1889-1890
E. V. Zoeller	Tarboro	1890-1891
W. H. Wearn	Charlotte	1891-1892
H. R. Chears	Plymouth	1892-1893
N. D. Fetzer	Concord	1893-1894
J. Hal Bobbitt	Raleigh	1894-1895
P. W. Vaughan	Durham	1895-1896
Augustus Bradley	Burlington	1896-1897
J. P. Stedman	Oxford	1897-1898
W. M. Yearby	Durham	1898-1899
J. B. Smith	Lexington	1899-1900
R. H. Jordan	Charlotte	1900-1901
E. W. O'Hanlon	Winston-Salem	1901-1902
H. T. Hicks	Raleigh	1902-1903
W. A. Leslie	Morganton	1903-1904
G. K. Grantham	Dunn	1904-1905
T. R. Hood	Smithfield	1905-1906
C. A. Raysor	Asheville	1906-1907
Chas. R. Thomas	Thomasville	1907-1908
J. E. Shell	Lenoir	1908-1909
G. Y. Watson	Southport	1909-1910
Max T. Payne	Greensboro	1910-1911
E. T. Whitehead	Scotland Neck	1911-1912
J. G. M. Cordon	Clayton	1912-1913
C. P. Harper	Selma	1913-1914
G. C. Goodman	Mooresville	1914-1915
E. L. Tarkenton	Wilson	1915-1916
E. G. Birdsong	Raleigh	1916-1917
G. A. Matton	High Point	1917-1918

FIRST VICE-PRESIDENTS

S. J. Hinsdale	Fayetteville	1880-1881
William Simpson	Raleigh	1881-1882
E. H. Meadows	New Bern	1882-1883
John H. Hill	Goldsboro	1883-1884
H. R. Horne	Fayetteville	1884-1885
A. W. Rowland	Wilson	1885-1886
F. W. Hancock	New Bern	1886-1887
T. D. Crawford	Oxford	1887-1888
J. D. Croom	Maxton	1888-1889
E. V. Zoeller	Tarboro	1889-1890
W. H. Wearn	Charlotte	1890-1891
H. R. Chears	Plymouth	1891-1892
N. D. Fetzer	Concord	1892-1893
J. Hal Bobbitt	Raleigh	1893-1894
P. W. Vaughan	Durham	1894-1895
Augustus Bradley	Burlington	1895-1896
J. P. Stedman	Oxford	1896-1897
W. M. Yearby	Durham	1897-1898
J. B. Smith	Lexington	1898-1899
R. H. Jordan	Charlotte	1899-1900
John H. Hardin	Wilmington	1900-1901
Henry T. Hicks	Raleigh	1901-1902
W. A. Leslie	Morganton	1902-1903
G. K. Grantham	Dunn	1903-1904
T. R. Hood	Smithfield	1904-1905
C. A. Raysor	Asheville	1905-1906
C. R. Thomas	Thomasville	1906-1907
J. E. Shell	Lenoir	1907-1908
G. Y. Watson	Southport	1908-1909
I. W. Rose	Rocky Mount	1909-1910
G. A. Matton	High Point	1910-1911
J. G. M. Gordon	Clayton	1911-1912
C. P. Harper	Selma	1912-1913
G. C. Goodman	Mooresville	1913-1914
E. L. Tarkenton	Wilson	1914-1915
E. G. Birdsong	Raleigh	1915-1916
G. A. Matton	High Point	1916-1917
S. E. Welfare	Winston-Salem	1917-1918

SECOND VICE-PRESIDENTS

William Simpson	Raleigh	1880-1881
E. H. Meadows	New Bern	1881-1882
V. O. Thompson	Winston-Salem	1882-1883
V. O. Thompson	Winston-Salem	1883-1884

A. W. Rowland	Wilson	1884-1885
F. W. Hancock	New Bern	1885-1886
B. E. Sedberry	Fayetteville	1886-1887
W. C. Carmichael	Asheville	1887-1888
L. Richardson	Selma	1888-1889
W. H. Wearn	Charlotte	1889-1890
H. R. Chears	Plymouth	1890-1891
N. D. Fetzer	Concord	1891-1892
J. Hal Bobbitt	Raleigh	1892-1893
P. W. Vaughan	Durham	1893-1894
Augustus Bradley	Raleigh	1894-1895
J. P. Stedman	Oxford	1895-1896
W. M. Yearby	Durham	1896-1897
J. B. Smith	Lexington	1897-1898
R. H. Jordan	Charlotte	1898-1899
E. W. O'Hanlon	Winston-Salem	1899-1900
H. T. Hicks	Raleigh	1900-1901
W. A. Leslie	Morganton	1901-1902
G. K. Grantham	Dunn	1902-1903
T. R. Hood	Smithfield	1903-1904
C. B. Miller	Goldsboro	1904-1905
C. R. Thomas	Thomasville	1905-1906
F. S. Duffy	New Bern	1906-1907
G. Y. Watson	Southport	1907-1908
C. E. King	Durham	1908-1909
Max T. Payne	Greensboro	1909-1910
J. P. Woodall	Charlotte	1910-1911
C. C. Fordham	Greensboro	1911-1912
R. H. Roth	Asheville	1912-1913
E. L. Tarkenton	Wilson	1913-1914
E. G. Birdsong	Raleigh	1914-1915
G. A. Matton	High Point	1915-1916
S. E. Welfare	Winston-Salem	1916-1917
G. R. Pilkington	Pittsboro	1917-1918

THIRD VICE-PRESIDENTS

E. H. Meadows	New Bern	1880-1881
V. O. Thompson	Winston-Salem	1881-1882
T. C. Smith	Charlotte	1883-1884
F. W. Hancock	New Bern	1884-1885
John Tull	Morganton	1885-1886
J. D. Croom	Maxton	1886-1887
W. H. Wearn	Charlotte	1887-1888
H. C. Shannon	Goldsboro	1888-1889
P. W. Vaughan	Durham	1889-1890

N. D. Fetzer	Concord	1890-1891
B. E. Sedberry	Fayetteville	1891-1892
W. C. Thomas	Louisburg	1892-1893
Augustus Bradley	Raleigh	1893-1894
R. L. Dixon	Milton	1894-1895
H. M. McDonald	LaGrange	1895-1896
J. B. Smith	Lexington	1896-1897
J. I. Johnson	Raleigh	1897-1898
E. W. O'Hanlon	Winston-Salem	1898-1899
H. T. Hicks	Raleigh	1899-1900
W. A. Leslie	Morganton	1900-1901
G. K. Grantham	Dunn	1901-1902
T. R. Hood	Smithfield	1902-1903
C. B. Miller	Goldsboro	1903-1904
C. R. Thomas	Thomasville	1904-1905
F. S. Duffy	New Bern	1905-1906
J. E. Shell	Lenoir	1906-1907
W. H. Justus	Hendersonville	1907-1908
I. W. Rose	Benson	1908-1909
G. A. Matton	High Point	1909-1910
E. T. Whitehead	Scotland Neck	1910-1911
C. P. Harper	Selma	1911-1912
G. C. Goodman	Mooresville	1912-1913
E. G. Birdsong	Raleigh	1913-1914
C. P. Greyer	Morganton	1914-1915
S. E. Welfare	Winston-Salem	1915-1916
G. R. Pilkington	Pittsboro	1916-1917
E. E. Missildine	Tryon	1917-1918

SECRETARIES

T. C. Smith	Charlotte	1880-1882
J. C. Munds	Wilmington	1882-1887
E. V. Zoeller	Tarboro	1887-1890
F. W. Hancock	Oxford	1890-1894
H. R. Horne	Fayetteville	1894-1899
P. W. Vaughan	Durham	1899-1912
J. G. Beard	Chapel Hill	1912-1918

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A. S. Lee	Raleigh	1882-1891
A. J. Cook	Fayetteville	1891-1906
G. K. Grantham	Dunn	1906-1909
G. E. Burwell	Charlotte	1909-1917
E. V. Howell	Chapel Hill	1917-1918

PLACES OF MEETINGS AND LOCAL SECRETARIES

Raleigh, 1880.....Organization Meeting
New Bern, 1881.....Business Committee
Winston-Salem, 1882.....S. H. Smith
Wilmington, 1883.....John H. Hardin
Charlotte, 1884.....L. R. Wriston
Greensboro, 1885.....R. G. Glenn
Fayetteville, 1886.....B. E. Sedberry
Asheville, 1887.....W. C. Carmichael
Goldsboro, 1888.....H. C. Shannon
Durham, 1889.....P. W. Vaughan
Morehead City, 1890.....F. W. Hancock
Morehead City, 1891.....R. J. Gooding
Raleigh, 1892.....W. H. King
Greensboro, 1893.....F. A. Bobbitt
Asheville 1894.....W. G. Smith
Morehead City, 1895.....B. C. Jones
Morehead City, 1896.....C. D. Bradham
Raleigh, 1897.....J. H. Bobbitt
Charlotte, 1898.....W. H. Wearn
Durham, 1899.....P. C. Sneed
Wilmington, 1900.....John H. Hardin
Winston-Salem, 1901.....E. W. O'Hanlon
Morehead City, 1902.....C. D. Bradham
Morehead City, 1903.....F. S. Duffy
Asheville, 1904.....W. C. Carmichael
Morehead City, 1905.....F. S. Duffy
Wrightsville Beach, 1906.....G. Y. Watson
Lake Toxaway, 1907.....F. V. Hunter
Morehead City, 1908.....D. R. Davis
Greensboro, 1909.....Max T. Payne
Charlotte, 1910.....J. P. Woodall
Morehead City, 1911.....F. W. Hancock
Waynesville, 1912.....G. E. Burwell
New Bern, 1913.....C. D. Bradham
Hendersonville, 1914.....W. H. Justus
Durham, 1915.....P. W. Vaughan
Wrightsville Beach, 1916.....D. A. Elvington
Asheville, 1917.....C. A. Raysor

PROCEEDINGS
OF THE
THIRTY-EIGHTH ANNUAL MEETING

Asheville, N. C.,
June 19, 20, 21, 1917.
Battery Park Hotel.

FIRST SESSION.

The first session of the thirty-eighth annual meeting of the North Carolina Pharmaceutical Association was called to order in the Assembly Room of the Battery Park Hotel, at Asheville, at eleven-five on the morning of June nineteenth by the President, Ed. G. Birdsong, of Raleigh.

President Birdsong: Gentlemen, it affords me much pleasure to officially welcome you to this the thirty-eighth annual meeting of the North Carolina Pharmaceutical Association. I will ask Dr. C. W. Byrd to open this convention with prayer.

(Invocation by Reverend C. W. Byrd, of Asheville.)

Local Secretary C. A. Raysor: Gentlemen of the convention, I have the honor to present to you Mr. T. J. Harkins, a member of the Asheville bar, who will welcome you upon behalf of the city.

Mr. President and Gentlemen of the North Carolina Pharmaceutical Association:

It has been said, with much gravity and wisdom, that things are divided into two classes, those which concern us and those which do not, and that dangers and difficulties invariably arise when we attempt to meddle with those things which do not concern us. I do not recall by whom this was said, whether by a Roman sage or an Irish hod-carrier, and it makes but little difference, for the fine philosophy embodied is worthy of either.

With the light of this bit of wise philosophy before me, and having neither the courage nor the desire to exhibit any unreasonable contempt for dangers and difficulties, I shall undertake only to perform, in a simple way, the duty assigned me, which is to extend to you on

behalf of the local members of your esteemed association and on behalf of the citizens and officials of our city, a cordial welcome, and I shall indulge in no attempt to enlarge upon the commonplace prosaic welcome so familiar to us all, nor to meddle with subjects foreign to the theme in hand.

I deeply appreciate the compliment implied in the invitation of the local pharmacists and the mayor of our city to welcome you to Asheville on this the occasion of your thirty-eighth annual convention, and I shall in a measure show my appreciation by speaking but briefly and to the point. An address of welcome is a perfunctory sort of a thing, but withal it should possess at least one virtue. Brevity is the only virtue I have ever learned to give to an address of welcome.

You have come to Asheville to deliberate upon the questions of moment affecting the ethics of your profession and the progress of your science. You have gathered here to exchange ideas on the development of your business; to study and work out by proper solution the problems which arise in the conduct of your affairs. You are here to search out and establish the good and eliminate the bad. You have come to consult together over the means of better serving the communities in which you live and of advancing your profession in the line of progress which is ever moving onward and upward; you are here to measure your progress in the past, to inventory its status in the present and to calculate its prospects for the future, and Asheville welcomes you, the local druggists welcome you, the people of the community welcome you, and feel honored by the presence of so distinguished a body of men in our midst, men who are among the leaders in the business and social life of our commonwealth.

We shall put forward every effort to render your visit to Asheville pleasant and your deliberations agreeable and profitable. We have earnestly endeavored not only to anticipate your every need but to supply the means of adding pleasure and happiness to your work. If by chance we may have forgotten anything; if anything should be found wanting, let it be known and the deficiency will at once be supplied.

The doors of our city, like the approaches to our hearts, are wide open to you and everything within is labeled "the property of our guests, the members of the North Carolina Pharmaceutical Association and their ladies, for their only use and behoof."

All within our city is yours. Every thought of service that can spring from the soul of a hospitable people is at your command. Every friendly impulse of a city of happy, contented men, women and children may be claimed by you. Every generous sentiment attached to a wholesome welcome greets you on this occasion. The more we can do to make your convention a success and your sojourn among us pleasant and agreeable, the happier we shall be.

Truly this is the spirit with which we welcome you to the city among the mountains in the "Land of the Sky." "America's Beauty Spot," with all the grandeur of its environments, extends to you a whole-souled, warm-hearted welcome. We invite you to feast to your heart's content upon the glories and beauties of our country. Live with us three days, and longer if you will, among the majestic mountains which stand about us. They are our silent but much loved friends and companions. Daily we glory in the constancy of their companionship. Mighty friends they are and mightily we love them. Upon them the charms of nature are prodigally lavished and they stand as everlasting monuments attesting the handiwork of the Supreme Creator. Live with us three days, and longer if you will, in our great forests and along our beautiful streams, which here, like ribbons of liquid silver, flow in solemn silence from the mountains to the sea, and there, with turbulent and noisy haste rush furiously from cataract to fall as if impatient in their race for the lands below, all the while furnishing romance to the imagination and picturesquesness to the vision of our people. They, too, are our friends, and we love them. Sit with us three days, and longer if you will, under the canopy of a glorious sky bordered with the rugged peaks of myriads of towering mountains and touched with the magic of summer clouds floating, here and there, like mighty ships in playful maneuvers as if to furnish amusement for a happy and joyful people.

"Enjoy our sunshine, it is for you,
And you may safely partake of our 'moonshine,' too,
But there is one thing you must not do:
Don't get wet with our 'mountain dew.'"

You will forgive us I know for gloating over the glories of our country—our Land of the Sky—but we just naturally can't help it. There is a good deal of the Irish in us, and the Irish say that every man should love his native country whether he was born there or not. We love ours, and in casually mentioning its advantages we do not intend to wean away whatever affections you have for your own, and this is why we warn you against our deadly "mountain dew," for it is said to possess an irresistable power which causes those who are so unfortunate as to fall under its influence, to form a consuming and paramount affection for the locality, permanent and lasting in its nature.

I am told that one of our greatly beloved fellow townsmen, the late Dr. T. C. Smith, was one of the prime movers in the organization of your association more than thirty-eight years ago, and I presume that your meetings here are of peculiar interest on that account, especially to those so fortunate as to have known Dr. Smith. For this, if for no other reason, Asheville and her people take a peculiar pleasure in welcoming you, for Dr. Smith was held in highest esteem as citizen, business man and friend by the people of this community.

Again, in the name of the local members of your association, in the name of the mayor of our city and our people, I say WELCOME.

President BIRDSONG: I will ask Vice-President, G. A. Matton, of High Point to respond to Mr. Harkins' splendid address of welcome.

Vice-President MATTON:

Asheville's many acts of kindness; her citizens' expressions of love and interest as well as smiles of welcome have already convinced me beyond peradventure that you are not the kind of hosts who bid one to "come after breakfast, bring along your lunch, and leave before supper time." Your spirits seem to be saturated with that sweet and gracious hospitality typical of the generous species of mankind known as mountaineers. If it is to hew down the forests, touch the soil and make it bring forth rich fruit in abundance; if it is to breed men and women strong in mind and body; if it is to grow statesmen like Clingman, Vance and Craig; if it is to produce a sturdy race of men, one hundred per cent American; or if it is to enjoy a scenery unequalled for grandeur and beauty on this continent, and a climate unsurpassed, the people of this great section have all these; have done all these, and are renowned for so having and so doing the world around.

When the Queen of Sheba visited King Solomon there were doubtless many things that transpired between these immortal characters of wisdom and beauty not recorded in history. But according to history we are told that when Sheba's queen returned to her own soil she began, womanlike, to talk, going into all the tellable details of her visit, and wound up with the assertion that "The half has not yet been told." I have heard of your streets, your scenery, your beautiful homes, your fascinating women and bewitching maids, your hotels and your hospitality, but nevertheless "the half has not yet been told." One must see to appreciate.

Pharmacists like good things; all people do, but our profession especially. So many of our concoctions have in them such a combination of gouges, bites and kicks as well as other unpleasantries that we long to congregate with each other and with you upon an occasion of this kind when we mix nothing except smiles, kisses and caresses, and when we cease to roll pills long enough to roll down the mountain sides in complete abandon.

I trust you will find us a cheerful and appreciative crowd. The kind words of welcome from Mr. Harkins strike responsive chords in our hearts and we modestly bow to his generous words of commendation. While we are here we know that we shall feel towards each other as did Ruth to Naomi and our people shall be your people and your people our people.

In a short but fitting manner Local Secretary Raysor, acting on behalf of the druggists of Asheville, bade the association delegates welcome to Asheville and the surrounding country. To this welcome Mr. E. L. Tarkenton, of Wilson, made response as follows:

Mr. President, Mr. Raysor, Ladies and Gentlemen of this Association:

The members of the North Carolina Pharmaceutical Association fully appreciate the hearty welcome so graciously extended to us. We feel that no more beautiful place in the United States could have been selected for this meeting. Asheville is a veritable fairyland of interest and delight, where the eye is met on all sides by visions of perfect beauty and grandeur. The very air, full of the aromatic fragrance of the spruce and pine, invigorates us with new life and inspiration. We feel it a privilege to look into the faces of the people here since they seem to express the very joy of living. We appreciate the kindly and generous way in which you ask us to share with you the wonders and delights of a country on which God always smiles. This is the fourth time our association has met in Asheville, which shows how well we like to return. I feel sure I voice the sentiment of every delegate and visitor in saying that we would like to meet here very year, but it seems more expedient to meet in different sections of the State, lest eastern and central druggists grow jealous of you western men. I hope the druggists who have come here weighted down with business cares will let the burden roll off from your highest mountain; will forget all worries, remembering that we are here for pleasure, to help and be helped by the North Carolina Pharmaceutical Association. What a wonderful opportunity is here in western North Carolina to press forward in pharmaceutical work, chemistry and botany—independent of all the turmoil in the outside world. Surely one could not come here without gaining inspiration and courage for his or her work in the future. For this and for your wonderful welcome to Asheville we thank you.

The roll call by the Secretary was the next order of business. This roll call showed that one hundred and thirteen delegates were in attendance. The presence of twenty-three ladies; twenty-five members of the Traveling Men's Auxiliary, and nine visitors brought the total delegation to one hundred and seventy.

Realizing the importance of having every one, whether a member of the Association or not, sign the registration book, a volunteer was asked for to personally see to it that every one

coming in sign his or her name. Mr. S. E. Welfare, of Winston-Salem, assumed the responsibility of this work and carried it through in a most creditable manner.

Upon motion the reading of the minutes of the preceding meeting was dispensed with, since the minutes had been printed in the proceedings and distributed to members and others in 1916.

President BIRDSONG: I will ask the chairman of the Executive Committee to take charge of the admission of new members—the next order of business.

Chairman P. A. LEE: I have the honor of submitting the following names for membership in this Association. The credentials of these applicants have been examined by the Executive Committee and found to be satisfactory: J. G. Abernethy, Ray M. Adams, L. W. Aiken, H. H. Allen, J. G. Ballew, E. T. Beddingfield, J. C. Brantley, A. S. Cassel, J. O. Cline, M. H. Cox, J. E. Davis, P. H. Dinwiddie, S. B. Etheridge, J. N. Eubanks, H. F. Faucette, J. F. Goodman, J. C. Graham, W. B. Gurley, R. C. Harville, R. W. Holliday; J. B. Keener, K. A. Kirby, L. H. Kirksey, T. O. Leavister, H. R. Lewis, D. M. MacKay, J. D. Mann, C. P. Mitchell, W. D. Patterson, J. F. Peele, Cader Rhodes, D. G. Ridenhour, J. L. Rose, Thos. L. Smith, T. M. Stanback, M. F. Teague, B. W. Walker, T. A. Walker, R. C. Walton, D. A. Warren, L. A. Warren (Beal prize); forty-one in all.

On motion the Secretary cast the affirmative ballot of the Association for the election of the above named applicants to membership.

After some discussion, during which the members of the State Board of Pharmacy acted as a committee for by-law examination, the following applicants, unregistered as pharmacists but eligible for registration, were admitted to associate membership, the Secretary acting upon instruction having cast the affirmative ballot for their election: J. S. Claverie; R. S. Finley, G. A. Shieder, all of Asheville.

President BIRDSONG: The next business is the presentation of visiting delegates from neighboring state associations. Is

there a delegate here from Virginia? (No answer.) From Maryland? (No answer.) Tennessee? (No answer.) From South Carolina? (No answer.) Is there a delegate here from the North Carolina Medical Society? (No answer.) Since there are no visiting delegates who have arrived as yet, I will pass on to the next order of business. I will be glad to have a few remarks from the members of the Traveling Men's Auxiliary. Mr. O'Bannon will you start it off?

Mr. J. B. O'BANNON: I would prefer Colonel Cohen to take my place and explain to you about the trip to the top of Mount Mitchell.

Colonel S. H. Cohen, of Asheville, General Passenger Agent of the Mount Mitchell Railroad, thanked the Association for the privilege of appearing before the members, after which he told in detail of the scenic marvels to be viewed on the trip and carefully explained how the members could reach Mount Mitchell Station; also that they would be returned there in time to catch the east bound train in the afternoon.

President Birdsong next called upon Mr. Lee Reinheimer, representing the Cliff-Weil Cigar Co., of Richmond. Mr. Reinheimer substituted in place of a speech a telegram purporting to come from President Wilson authorizing Lee Reinheimer of Richmond to act as his official representative. The telegram was quite humorous and appreciated by the crowd.

Mr. E. F. Trolinger, former Secretary of the Tennessee Pharmaceutical Association, and now a traveling representative in this State for Eli Lilly and Company, was introduced to the convention and spoke for a few minutes of the way his Association conducts its meetings; also congratulated the North Carolina Association for being so prompt in starting the sessions.

A number of other traveling men extended their greetings to the Association and expressed their pleasure at being able to attend. Among the traveling representatives who spoke was Miss Edith Stevenson, of the Nunnally Company, of Atlanta. Miss Stevenson spoke in part as follows:

"I am not a traveling *man* but I am one of them. A travel-

ing man is supposed to get by on the gift of gab, but when it comes to making a speech they are all tongue-tied. Now I am supposed to say sweet things, being a woman, but it is mighty easy for me to say sweet things about the people of North Carolina. I must say that they are the most cordial folk I have ever met in my life. I came from Kansas where I was used to hot air but the people of this State can say nicer things than Kansans. I came down here expecting to be treated like a stranger, but you just treat me like I have been away from home on a long trip and just got back home. And I want to say that I appreciate it and am delighted to be here.

"Here's to you all, and I'm glad you are all here,
Able to eat and to drink with a great deal of cheer;
And if I wasn't glad, wouldn't I be darned queer,
Since you are the friends that I hold most dear." (Applause.)

Secretary BEARD: Mr. President, I have a letter here addressed to the Association that gives me a great deal of pleasure to read.

"I am enclosing herewith my check for $25, from which you may deduct $2 for my annual dues and let the remainder go to the association to be used as deemed best.

"I realize more than ever, since the last meeting of the legislature, the need of an 'Association of Druggists,' and these few dollars only express in the smallest way the benefit to my business as I see it from the active work of this association this past year.

"With best wishes, I am,

"Yours very truly,
(Signed) "W. A. CRABTREE, Sanford."

In this connection I should like to make a motion that our Association go on record as thanking Mr. Crabtree, not only for his contribution of money but for the sentiment conveyed in his letter. Motion seconded and enthusiastically carried.

President BIRDSONG: Our regular treasurer, Mr. Burwell, writes that he cannot attend this meeting. Since Mr. Beard can perform his duties, being familiar with the work, I will ask him to act as treasurer *pro tempore*. We will be glad to have any who are in arrears come up and pay their dues immediately after adjournment.

The following communications were read by the Secretary:

NEW YORK, June 14, 1917.

J. G. BEARD, *Secretary,*
North Carolina Retail Druggists Association,
Asheville, North Carolina.

DEAR SIR:—At the last convention held by your association, with your assistance and kindly co-operation, a resolution was passed endorsing the STEPHENS BILL.

It is important, for publicity purposes, that there be a reaffirmation of this action at your coming annual meeting. We want to keep your name in the enclosed pamphlet entitled, "Who's Behind the STEPHENS BILL."

An assortment of selected literature for distribution at your meeting is going forward under separate cover today. A quantity of buttons like the sample attached has been included.

Appreciating your co-operation, and wishing you a most successful convention, we are,

Yours faithfully,
AMERICAN FAIR TRADE LEAGUE,
EDMOND A. WHITTIER, *Secretary.*

CHICAGO, ILL., May 24, 1917.

J. G. BEARD, *Secretary,*
North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

DEAR MR. BEARD:—With authority from President Wulling, I have appointed as delegates from the American Pharmaceutical Association to the coming meeting of the North Carolina Pharmaceutical Association: Edward V. Zoeller, Chairman, Tarboro; K. E. Bennett, Bryson City, and Charles P. Greyer, Morganton.

I hope that you will see that these delegates are called upon and are given an opportunity to extend the greetings of the A. Ph. A.

I trust that your meeting may be well attended and most successful.

With best wishes, I remain,

Very truly yours,
WM. B. DAY, *General Secretary.*

NEW YORK, May 26, 1917.

J. G. BEARD, *Secretary,*
North Carolina Pharmaceutical Association,
Chapel Hill, North Carolina.

DEAR SIR:—I beg to inform you that President Morrisson has appointed the following delegates to represent this association at the next meeting of the North Carolina Pharmaceutical Association, which I understand will be held at Asheville, from June 19th to 21st:

T. C. Smith, The Dr. T. C. Smith Company, Asheville, N. C.
R. L. Justice, Justice Drug Company, Greensboro, N. C.
H. R. Goodall, Peabody Drug Company, Durham, N. C.
I have sent credentials to our delegates, and with best wishes for a large and successful meeting, I am,

Yours very truly,
EVANS E. A. STONE, *Asst. Secretary.*

DALLAS, TEX., June 11, 1917.

J. G. BEARD, *Secretary,*
North Carolina Pharmaceutical Association,
Chapel Hill, North Carolina.

DEAR SIR:—Allow me to present the greetings of the Texas Pharmaceutical Association and the best wishes of its officers and members for a pleasant and profitable meeting at Asheville.

We are with you in spirit and beg to express the hope that your deliberations bring much good to the craft in your State and that the meeting leaves pleasant memories in the minds of those in attendance. With best wishes and kindest regards, I am,

Sincerely yours,
W. H. COUSINS, *Secretary,*
Texas Pharmaceutical Association.

The Secretary was instructed to extend by telegraph the greetings of the North Carolina Pharmaceutical Association not only to the associations writing the above letters, but also those which were in session on the same date. The latter included Alabama, Illinois, Indiana, Michigan, Nebraska, New York, Pennsylvania, Utah, Kentucky, Colorado, Connecticut, Georgia, Idaho, Iowa, Massachusetts and West Virginia pharmaceutical associations.

Mr. R. K. Blair, of Charlotte, Narcotic Inspector for Western North Carolina, was asked to tell something of the newer rulings regarding the Harrison Law. Mr. Blair spoke at some length and answered numerous questions that have puzzled druggists concerning the sale of narcotics. In the beginning he explained that Regulation 35, Article 12 of the Act requires that all narcotic drugs be segregated from the regular stock of medicines, with the suggestion that they be kept under lock and key. The latter suggestion was made because he stated that a regular gang of thieves are working the Piedmont section; their plan being to gain some excuse for getting behind the

prescription case and then making the steal. Mr. Blair also called attention to Treasury Decision 2200 that specifies that druggists must satisfy themselves that prescriptions for narcotics be written in good faith and for the purpose indicated. If the drug is for an habitue, or an incurable, recurring prescriptions for the patient should show a gradual reduction in dose. He warned against the type of dope fiend who would use several physicians to satisfy his requirements, sometimes being enabled to obtain as high as one ounce of morphine in ten days. Attention was called to the co-operative plan in vogue in Buncombe County between physicians and druggists whereby each was protected by a policy of publicity. In answer to a question from Mr. Zoeller and others, Mr. Blair stated that there had been no decision which prevented a druggist from refilling a prescription calling for one of the exempted narcotics in certain amounts; like paregoric, for example, in a cough syrup. Another disputed point settled by the Inspector was this: A prescription that can be refilled has to be of a manufactured article; or of a private or U. S. P. formula, that is carried regularly in stock and which can ordinarily be sold without a prescription. If, however, the original prescription called for one-eighth grain of heroin, for example, written for a specific patient for a specific purpose, it cannot be refilled. Or, to state it another way, if a prescription calls for Minor's Cough Syrup (a favorite medicine around Asheville) which contains some narcotic, it can be refilled; but if the prescription has written out the formula for Minor's Cough Syrup it cannot be refilled. This in a sense is a distinction without a difference, but it illustrates the fact that a ready made formula for everybody can be refilled, but a specific formula for a specific person containing narcotics cannot be refilled. It is understood of course that in the former case a manufacturer's record has to be kept.

Adjournment was taken at 12:30 until three o'clock, P. M.

SECOND SESSION.

Tuesday Afternoon.

The second Session of the Association was called to order at 3:10 P. M., Tuesday afternoon, June 19th, with Vice-president G. A. Matton, of High Point, presiding.

Chairman MATTON: The first order of business is the annual address of the president, Ed. G. Birdsong, of Raleigh.

To the Officers and Members of the North Carolina Pharmaceutical Association:

LADIES AND GENTLEMEN:—So much of wisdom and value has been said and written for the previous meetings of this association that I have not felt equal to the task of bringing to your attention anything new.

I bid you welcome to the thirty-eighth annual meeting of the North Carolina Pharmaceutical Association, and if there is any one here to whom I have not given the hand of fellowship, I hope to do so before this meeting closes. I am very much gratified to see such a large attendance. I see before me the faces of some who have been attending these meetings years before I was a druggist, and others much younger.

During this year's session of the legislature the pharmacists have had to fight the hardest fight in the existence of the association in order to defeat objectionable legislation, viz: the bill to put us under the supervision of a board having no connection with the drug business. It was a fight to the finish, and the stand taken by the pharmacists from all parts of the State was one of firm determination not to submit to such legislation. We considered our own Board of Pharmacy, or a druggist selected by them, fully and thoroughly capable of making inspection of our stock and keeping out objectionable preparations. It was a good fight, well fought, and we had against us men who knew how to conduct a fight. It was organization of the druggists that enabled us to defeat the most objectionable measure ever introduced in a legislature of this State pertaining to or affecting the retail drug interests. The force and power of organization when exerted in the right direction is unlimited, and to this association is due the credit for the failure of the proposed bill to become a law. Too much credit cannot be given your Board of Pharmacy and your Legislative Committee. And to the two druggist members of the House of Representatives and our druggist Senator only praise and admiration for their great work should be given. They were on hand at all times, vigilant and alert, seeming to anticipate the next move the opposition would

make. If you studied the proposed bill and the one finally passed, you can not fail to understand what a hard, strenuous fight had to be made.

We would not have during any session of the Legislature any fear of unfavorable measures being enacted if we could have every term such representative men on hand to watch over our interests. I sincerely trust that future sessions of the Legislature may have such druggists as members as those we had in the session of 1917. The fight is not ended, and just here I will sound a warning note—the matter will again be taken up in the session of 1919; perhaps in a different form, perhaps the same, but coming it surely is, and we must be prepared for it. Our honesty of purpose and our good intentions are no longer sufficient to protect us from collision with the law, or what seems to me unlimited and frequent regulation of our business.

Our State is making a record-breaking stride and the pharmacists must not only keep abreast, but always ahead by making our stride a little longer. We must not wait to be prodded into a longer and quicker stride, but we must take the initiative. We are a body of men to be reckoned with in all matters pertaining to advancement in all lines, especially in our profession, and the day will rapidly come when we shall have an honored place and our profession will be upon a plane that commands the respect of this entire State. We are capable of doing things worth while, and it behooves every pharmacist to make himself and his influence felt in his own town, large or small. In this and no other way may we hope to attain the end toward which we are striving.

Never in the history of the retail drug business of the United States has a bill been introduced in Congress meaning more to every retail pharmacist than the Stevens Bill. As I see it, there are only two provisions in this bill in which we are specially interested. The bill is to prevent price cutting by allowing a manufacturer of special brand or trade-marked goods the privilege of making his products standard and fixing the prices at which his preparations may be sold. It guarantees the same price to all retailers by requiring the manufacturer to affix a selling price on his products. These two features stand out most prominently and are the only ones in which we are vitally interested.

I have some suggestions to make. The first is this: The consolidation of the office of Secretary with that of Treasurer, making it Secretary-Treasurer. I feel that one man can do the work that it is now taking two to accomplish, and make a considerable saving in time, and perhaps some money. To some extent, the offices overlap. Have the work done by one man and I am sure you will find it well done.

Have the Committee on New Members and Membership appointed all from one town. In that way they could get together better than having residence in different towns. Instruct this committee to send letters soliciting new members to every druggist in the State not a

member of the Association; letters to be dated as follows: October 1st, January 1st, April 1st, and the last, June 1st, or the first day of the month in which the annual meeting is held. The expenses of this to be paid by the Association. I would like to have this committee appointed at this meeting. For some unknown reason the majority of the druggists do not seem to have the proper feeling or do not take any interest in the Association. They should not wait for us to solicit them to become members, but should consider the Association of such value and importance that every one should wish to become members and identified with it. Those who are not members receive the same benefit as do the members. If any one here can suggest a way to get every pharmacist into the Association, let us hear from him. My plan would be to reduce the membership fee from $3.00 to $1.00 and require every one to be a member, annual dues to remain the same. In this way we would secure more money with which to carry on the work.

I can not refrain from some reference to the great world war in which our country has at last become an active participant. Our country was patient, suffering many indignities, hoping that we would not have to enter into this war. We held out until our President saw that war was inevitable. As a nation we very slowly came to the realization that it was war for us if we expected to retain the respect of the other countries of the world. The task we have set ourselves is a great one, much greater than I, individually, can realize. Still in my own mind, there is no doubt of the final issue. There are many patriotic things we may do: Give of our means, make sacrifices, and, if it becomes necessary, endure privations, and I am sure that the pharmacists of our State will not be found wanting in any demand made upon them.

We will have taxes too numerous to mention. I have wired many messages of protest against the proposed tax on patent medicines, perfume and other things, and was much gratified to see last week that we will have a two per cent tax on these articles instead of a four or five per cent one.

Where it is possible do not talk war as the cause of the advanced price of drugs. I have said that until I have become tired of my own voice, and I know my customers are bored, as I have heard some of them say—"Blame everything on the war." There is no good in making excuses and giving reasons for the advance in prices. An intelligent person, who reads the daily papers, knows why prices are advanced. We should be willing to bear a share of the increased prices, and no fair-minded customer will object to taking the other part.

Never perhaps in the history of the world was there more gloom and sadness hanging like a pall over God's creation than at this time. All the more reason that each should endeavor to see the silver lining beyond the dark clouds hanging over us and threatening destruction to the people of this earth. Walking around with a long face and a

dejected air will have a depressing effect upon ourselves and upon those with whom we are associated. A smiling countenance and cheerful face will act as a tonic and enable many burdened ones to bear their burdens better.

The Harrison Act, or anti-narcotic law, after over two years, seems to be working satisfactorily, or a great deal smoother, at least. At first it was a source of some annoyance and worry. I think it safe to say that the druggists of this State, taken as a whole, have obeyed this law and have not objected to losing the class of business that this law is taking from us. I know of only a small number—just two or three—of prosecutions in this State, and they were only on technicalities. I think the greatest trouble now is with some physicians who allow themselves to be influenced by fake tales of woe. In my place of business we do not fill any prescriptions that are written for any unusual amount of narcotic; in fact, a person having a prescription for a narcotic, though very small, is not supplied unless a regular customer.

Now a few words regarding the Traveling Men's Auxiliary. What would a meeting of this Association mean if we did not have with us the members of the Traveling Men's Auxiliary? They are our boosters for twelve months in every year. To the officers and members we would give the greatest credit and thanks, not failing to give an equal share to the local druggists who have furnished the entertainment and made the meeting of such special interest.

The Ladies' Auxiliary has been discussed at several meetings, more generally, perhaps, at the last, than at any other time; still, it seems we cannot get a start. I cannot say that our failure to have such an Auxiliary is lack of interest on the part of men or women. I feel quite sure, however, that if we once make a start the ladies will take very much more interest than any of us realize. It would be of interest and pleasure to the ladies, and I am not quite sure but what some men would find the interest greater.

In conclusion, I must say that I would be very unappreciative if I failed to tell you how greatly honored I have felt in being at the head of the Pharmaceutical Association of this grand Old North State,

"The summer land where the sun doth shine,
Where the weak grow strong, and the strong grow great,
Here's to Down Home, the Old North State." (Applause.)

Chairman MATTON: Gentlemen, you have heard the reading of the president's address. What is your pleasure regarding it?

Mr. P. W. Vaughan made a motion, seconded by Mr. F. W. Hancock, and passed by the house that the address be received and referred to a special committee. Chairman Matton ap-

pointed as members of this committee Messrs. E. V. Zoeller, E. L. Tarkenton, Frank S. Smith.

(At this point President Birdsong resumed the chair.)

President BIRDSONG: The next feature of the program is the report of the Secretary, Mr. Beard.

Your secretary requests permission to present his fifth annual report.

The work of the office during the past year has been of the usual nature and the several pleasant tasks have been performed with a fair degree of promptness.

Immediately after the adjournment of the thirty-seventh annual meeting at Wrightsville, work was begun on the publication of the book of proceedings. An innovation, it will be remembered, was established last year by printing the year-book as one number of the Carolina Journal of Pharmacy. This was ordered with the idea of saving postage in mailing. That the idea was a good one from this viewpoint is evidenced by the fact that instead of having the usual mailing bill of twenty-eight to thirty dollars to pay, there was no charge at all made against this Association. By taking advantage of second class postage rates the proceedings were distributed in the usual manner at such a small cost that the publishers of the Journal bore the expense. A fact not considered when the matter of incorporating the proceedings in the Journal was discussed, proved most important when the cost of publishing the book was sought. Bids were solicited from the leading printers of the State as well as from the regular publisher of the Journal who was under contract. Because of the enormous increase in the cost of print paper, ink, wages, etc., an unusually high estimate was made by all the printers; the lowest bid being $1.75 a page. Fortunately, however, Edwards & Broughton was under contract to publish the Journal at $1.30 a page, exclusive of advertising pages, and since the proceedings were merely one number of the Journal, this low rate could be taken advantage of. It will thus be seen that 45 cents a page was saved to this Association. It may be interesting in this connection to read the following paragraph which was clipped from the proceedings of the New Jersey Pharmaceutical Association for 1916:

"The price paid for printing the 1915 Proceedings was $1.75 per page for 8 point solid type, $2.50 per page for 6 point solid type and $3.50 per page for names and addresses. The average cost per page was $2.61. Specifications were prepared and submitted to several printers for bids."

These figures prove that it cost the New Jersey Association exactly twice as much per page to print its year-book as we paid for ours.

Your secretary has endeavored to keep the representatives in Congress from this State from favoring legislation detrimental to drug-

gists. Numerous letters and telegrams have been sent from this office and it is believed have had some effect. This work was done, not in an effort to usurp the privileges of the regular legislative committee, but rather to render assistance to the excellent work of that committee.

The past year has not been so favorable to the growth of the Association as was the year 1915-16. Our present register shows that we have 331 members. Last year at this time we had 320 members. We have thus made a gain of eleven members during the year. It is hoped that some action can be taken this year to send out a regular canvasser for new members. This matter was left last year for the executive committee to act upon. If it thought fit and could provide the funds, it was the sense of the Association that a man be detailed for securing new members. However, no action was taken by the committee. Apropos of membership, the following editorial from the Carolina Journal of Pharmacy may prove of interest:

"EASTERN VS. WESTERN NORTH CAROLINA

"There are 982 pharmacists registered by the North Carolina Board of Pharmacy. Thirty-nine of these are at present living outside the State. Forty-seven are colored. There remains 896 pharmacists who are eligible for and should be members of the North Carolina Pharmaceutical Association. But only 320, or 35.7 per cent, are affiliated with the Association.

"The Journal was asked the other day about the respective strength of Eastern and Western North Carolina from the standpoint of numbers of registered pharmacists and of Association members. Being unable to answer the question, but desiring to know, the editor 'got busy' and found out. The State was divided into two practically equal parts. The dividing line was drawn almost due north and south, beginning at the northern junction of Rockingham and Caswell Counties and ending at the southern junction of Richmond and Scotland Counties. Considering population and territory, this is about as equal a division as could be made without separating counties. Using the last reports of the secretaries of the Board of Pharmacy and of the Pharmaceutical Association, it was found that 394 registered pharmacists (44 per cent) reside in Western North Carolina, while 502 (56 per cent) live in the Eastern half of the State. As stated above, there are 320 members of the State Pharmaceutical Association. Of this number 112 (35 per cent) are in the western part and 208 (65 per cent) are in the eastern section of North Carolina. Only 28.4 per cent of the western druggists belong to the Association, while 41.2 per cent of the eastern druggists are members. It is evident, therefore, that the east is stronger from the standpoint of members.

"From the standpoint of county strength in the Association, the following table may prove of interest. The name of the county is given first, followed immediately by the number of druggists in the county

who belong to the Association. The counties are arranged in the order of numerical strength.

"Wake, 21; Durham, 19; New Hanover, 19; Guilford, 17; Mecklenburg, 16; Robeson, 13; Buncombe, 12; Edgecombe, 9; Harnett, 8; Forsyth, 8; Johnston, 8; Cumberland, 8; Moore, 8; Craven, 7; Gaston, 7; Orange, 7; Wayne, 7; Iredell, 6; Lenoir, 6; Pasquotank, 6; Pitt, 6; Alamance, 5; Vance, 5; Wilson, 5; Burke, 4; Beaufort, 4; Columbus, 4; Henderson, 4; Rowan, 4; Warren, 4; Cabarrus, 3; Duplin, 3; Granville, 3; Halifax, 3; Union, 3; Brunswick, 2; Caldwell, 2; Chowan, 2; Davidson, 2; Franklin, 2; Haywood, 2; Montgomery, 2; Nash, 2; Person, 2; Randolph, 2; Sampson, 2; Swain, 2; Tyrrell, 2; Carteret, 1; Chatham, 1; Catawba, 1; Cherokee, 1; Cleveland, 1; Hertford, 1; Hoke, 1; Jackson, 1; Lincoln, 1; Macon, 1; Madison, 1; Northampton, 1; Richmond, 1; Rockingham, 1; Rutherford, 1; Scotland, 1; Stanly, 1; Surry, 1; Transylvania, 1; Wilkes, 1.

"The following counties have no members: Alexander, Alleghany, Anson, Ashe, Avery, Bertie, Bladen, Camden, Caswell, Clay, Currituck, Dare, Davie, Gates, Graham, Greene, Hyde, Jones, Lee, McDowell, Martin, Mitchell, Onslow, Pamlico, Pender, Perquimans, Stokes, Washington, Watauga, Yadkin, Yancey.

"Wake with 21 members leads the list. There are 31 counties with no representatives.

Emphasis is laid upon the need this Association has for an able historian. While it is true that the proceedings carry sufficient data for all purposes of history connected with the transactions at the meetings, yet very little personal matter is embraced in its pages. To repeat a point made in a previous report: There is at the present time no accessible data about the life history of such prominent members in this Association as Nadal, Hinsdale, Simpson, Green, Smith, to mention just a few. We number among our membership today many pharmacists whose memory succeeding generations will revere. Facts concerning them should be gathered now, together with other material, and properly preserved. Thirty-five State Pharmaceutical Associations have historians—sufficient evidence that one is needed.

Believing that additional entertainment features would be welcomed by the members and following the principle adopted by many of the more active State associations, your secretary took the liberty of writing a few of the more prominent ethical manufacturers asking them if they cared to make a contribution of any of their goods to the entertainment fund of this meeting. Ninety per cent of the firms replied that they welcomed the opportunity of proving in a material way their interest in this Association and that their donation would be forwarded to Local Secretary Raysor. The remaining ten per cent purchased advertising space in the proceedings. A letter of acknowledgement and thanks was promptly mailed to these firms. Realizing that this

whole step was not authorized, but nevertheless acting conscientiously in what was believed to be the best interests of the Association, your secretary calls attention to the various athletic contests and other "stunts" planned and asks that judgment be suspended until the success or failure of the innovation can be established.

Grateful acknowledgement and sincere thanks are herewith made to the editors of the leading drug journals for their kindness in mailing their periodicals to this office; to the press of the State for giving publicity to this meeting, and to many of the members of the Association whose assistance and advice have been invaluable during the past year.

Respectfully submitted,

J. G. BEARD, *Secretary.*

It was moved and passed that the report be received and printed.

President BIRDSONG: The next order of business is the report of the Treasurer which will be read by the Secretary in the absence of the regular Treasurer.

Secretary BEARD: *Mr. Chairman and Gentlemen.* Mr. Burwell sent me his report for reading. He had expected to be able to attend until the last few days, but found that he would not be able to reach here in time and so mailed me his report. I may say in reading this report that I have the Treasurer's books here together with all vouchers and paid checks.

SHREVEPORT, LA., June 17, 1917.

To the Members of the North Carolina Pharmaceutical Association:

GENTLEMEN:—A few words of explanation of some entries on this report are in order.

First, the very small bill of Dr. Hynson last summer. Dr. Hynson refused to allow the Association to pay his expenses, so all I could do was to pay his hotel bill, only eight dollars.

To enable me to better do the work as treasurer I bought a portable typewriter for fifty dollars. It is now in Charlotte ready to be turned over to the new treasurer, or it can be sold for almost original purchase price, the difference charged to letter writing, etc., for treasurer's office.

Messrs. Luther White, A. L. Fishel and H. L. Riddle were admitted to membership in the Association as winners of the Beal Prize, but in each case it was entered as a cash item, so had to be charged off to prevent the amounts becoming a charge against the treasurer personally.

By an error the account of M. P. Williams was credited with four dollars, which had to be disposed of in some way for the same purpose.

Due Bills—At Wrightsville last summer I accepted a due bill to reinstate an old member, also one to admit a new one. My work having kept me out of the State most of the time since, I have not collected them, but feel sure the new treasurer will have little trouble in doing so.

Before closing I must say how happy it made me to receive the letter from Mr. W. A. Crabtree, of Sanford, which the secretary has no doubt read you before this. It was my privilege to obtain Mr. Crabtree's application for membership just after the meeting in Durham, at which the by-laws were changed so as to admit members ad interim. This letter should be of great value to the Membership Committee.

Regretting I cannot be with you in the mountain metropolis, and with best wishes for a most successful meeting, I am,

Sincerely,
G. E. BURWELL

REPORT OF TREASURER NORTH CAROLINA PHARMACEUTICAL ASSOCIATION FOR THE FISCAL YEAR ENDING MAY 31, 1917.

1916			
June 1	Cash on hand	$	123.62
	Collections from all sources		998.30
	Donation from W. A. Crabtree		23.00
			$1,144.92
June 20	J. G. Beard, balance on salary	$	36.25
	C. P. Greyer, expense Membership Committee		18.95
June 21	E. V. Howell, money advanced for postage		22.00
June 22	Johnson & Mechem, official reporters		35.00
	J. G. Beard, on salary		50.00
	Oceanic Hotel, bill of Dr. Hynson		8.00
June 23	Seeman Printery, balance due		95.98
	Chas. T. Woolen, engrossing certificates		17.25
June 24	E. L. Tarkenton, expense of President's office		18.50
	Telegrams to neighboring associations		1.17
July 15	Johnson & Mechem, balance due		26.62
	R. S. McRae, postage for Secretary's office		20.62
Aug. 2	J. G. Beard, office expenses		9.88
Aug. 12	Chas. T. Wollen, engrossing certificates		7.00
	J. E. Crayton & Co., on typewriter		25.00
	G. E. Burwell, postage Treasurer's office		1.00
Sept. 1	Postage for Secretary's office		10.00
Sept. 28	W. E. Price, premium on Treasurer's bond		5.00
1917			
Jan. 1	Postage for Treasurer's office		1.00

Jan. 16	Postage for Treasurer's office	1.00
	G. E. Burwell, on salary	15.00
	G. E. Burwell, on salary	15.00
May 30	J. G. Beard, balance on salary	50.50
	Edwards & Broughton, printers, on account	250.00
	Exchange	.55
	Express	1.60
	Balance on typewriter	25.00
	G. E. Burwell, balance on salary	45.00
	G. E. Burwell, miscellaneous office expenses	3.40
	Membership fees of L. White, A. L. Fishel, H. L. Riddle	15.00
	Error in account of M. P. Williams	4.00
		$ 835.27
	Cash on hand	298.65
	Due bills, of $5 and $6	11.00
		$1,144.92
	Balance due Edwards & Broughton	110.35

A motion was adopted to accept the report and refer it to an auditing committee. The president appointed Messrs. C. B. Miller, P. A. Lee, and P. W. Vaughan as members of this committee.

At this point Local Secretary Raysor announced that the entertainment given by the management of the Grove Park Inn would be informal; that there was no necessity for wearing full dress suits, etc.

He stated further that a moving picture party would be given the visitors in the evening at nine o'clock at three local theatres.

Professor E. V. Howell also announced that a number of contests were open to members of the Association and the Traveling Men's Auxiliary, with suitable prizes as awards. He called particular attention to thirty crude drugs donated by a wholesale firm in Asheville which were laid out on the table, and that a handsome prize would be given that delegate recognizing the largest number of these drugs. The drugs were all grown in or near the city.

Secretary Beard at this point read a communication from the

National Association of Retail Druggists. This communication, or paper dealt largely with legislative matters pertaining to druggists, dwelling especially on Health Insurance with the claim that such a feature if enacted into a law in the different states would react to the harm of pharmacy. The paper was referred to the Legislative Committee for action.

Local Secretary Raysor announced an automobile drive for the following afternoon that would carry the delegates all over the city of Asheville; along the West Asheville and Weaverville Pike for several miles, then up and around Sunset Mountain, returning to the hotel at seven o'clock in time for dinner.

Adjournment was taken at 4:50 P. M. in order that the delegates might participate in the several contests prepared by Professor Howell.

THIRD SESSION.

Wednesday Morning.

The Third Session of the North Carolina Pharmaceutical Association was called to order at 10:30 A. M., Wednesday June 20, 1917, President Birdsong in the Chair.

President Birdsong: The first order of business this morning, gentlemen, is a fire prevention talk by Mrs. John S. Cunningham. Mrs. Cunningham is connected with the Insurance Department of the State.

Mrs. Cunningham spoke very interestingly and entertainingly for twenty-five minutes. Lack of space forbids complete publication of this talk, but a brief synopsis follows:

Mrs. Cunningham announced that the State had a very efficient Insurance Department that had been in existence for seventeen years with J. R. Young as its Commissioner. The primary object of its existence was to collect revenue from insurance companies doing business in North Carolina and to regulate their methods. Being unsatisfied, however, with collecting revenue, Mr. Young is now conducting an extensive Safety First campaign among the schools, colleges, clubs, or at any meeting. The boast was made that the North Carolina Insurance Department was superior to any in the South and the equal of any in the country. Mention was made that the fire waste in this State totals three or four million dollars annually; the deaths from fires last year being three hundred and twenty-four people. The need was imperative, therefore, to educate the children to the importance of proper precautions. Mrs. Cunningham stated that in winter she averages speaking to five or six schools a day on this subject. She also speaks to Women's Clubs, etc. Druggists, among other business men and citizens were reprimanded for sometimes being guilty of keeping an immaculate front and fire-encouraging rear premises. They were told to clean up and burn up rubbish of every sort and not allow its accumulation. Careless handling of matches next came in for discussion with an opening remark that the Legislature of two years ago passed a law forbidding

the use of the old fashioned sulphur match. An incident was told of a country woman who said she used her snuff box as a repository for matches, Mrs. Cunningham saying that was the best use she had ever known a snuff-box to be put to. Caution was asked in using kerosene lamps and candles. If the former must be used, clean them often. Gasolene and its careless use also came in for condemnation. In conclusion Mrs. Cunningham said, "So, we think that with these constant occurences of life and property loss that it is time everybody in the State was helping. None too old, none too young, none too black nor too white, too rich, too poor, to be more careful of his own life and of his own and his neighbor's property. Thank you." (Applause.)

The report of the Chairman of the Membership Committee was called for. Mr. Burwell not being present, the other members of the committee were asked for a report but neither could furnish one.

The Secretary was instructed to notify not only the chairman of each special committee, as usual, of his appointment, but notify also each member of the committee as well.

President BIRDSONG: We will now have the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy by Mr. F. W. Hancock, of Raleigh.

This report was read in full to the convention; received, and referred to an auditing committee composed of Messrs. K. E. Bennett, J. P. Stowe, and G. R. Pilkington for endorsement. Following the usual custom this report is reprinted in full in the last part of the proceedings.

President BIRDSONG: We will next have the report of the Chairman of the Delegates to the American Pharmaceutical Association, Mr. E. V. Zoeller.

Mr. ZOELLER: Mr. W. W. Horne will make the report.

Mr. HORNE:

REPORT OF DELEGATES TO AMERICAN PHARMACEUTICAL ASSOCIATION

The sixty-fourth annual convention of the American Pharmaceutical Association was held in Atlantic City, N. J., The opening session was

called to order by President William C. Alpers on the morning of September 5th, in the auditorium on the famous steel pier.

It had been expected that the meeting would be the most largely attended in the history of the Association. The fear of a general railroad strike kept away many of the Western members, and the attendance registered was about 400. On two days of the convention this number was largely increased by delegates from New York and Philadelphia, who came to honor their fellow members, Dr. Alpers and Professor Sadlter.

At the first general session an eloquent and entertaining address was made by Dr. Solomon Solis Cohen, of Philadelphia.

The address of President Alpers related largely to the business management and internal affairs of the Association. The address contained charges of extravagant methods and seeming inaccuracies, and created a sensation which affected all the subsequent proceedings. It comprised some 18,000 words and required nearly two hours for its delivery. The address was referred to a committee of which Dr. Beal was chairman. Dr. Beal's committee made a preliminary report at the final session and asked that further time be given for its completion.

Among the papers read before the Scientific Section was one by Prof. E. V. Howell, on "Hexamethylamine."

The accession of membership report was larger than ever before in the history of the Association, more than 425 new members being added during the year.

The programs of the various sections were full and interesting

One of the reports which developed considerable discussion was that of a special committee on prescriptions pricing. It was declared that many druggists really lost money in their prescription departments without realizing it.

The committee recommended that druggists adopt what is known as the Evans rule in the pricing of prescriptions. This rule is as follows: Get a profit approximating 100 per cent on the cost of the bare material and container and then charge a dollar an hour for the actual time consumed in compounding.

The recommendations of the committee were entirely approved by the section and a resolution was passed in favor of the Evans rule.

The entertainment features of the meeting included a reception at the Hotel Traymore, admissions to the various piers, a threatre party and refreshments at the Hotel Traymore, charming rides, etc.

Atlantic City is an ideal place for a national convention, and all who have visited it can appreciate the pleasures of the week's stay at this playground of America.

The Members of our Association attending the convention were Mr. E. V. Zoeller, Miss Mabel Barnhill, Prof. E. V. Howell, Mr. C. P. Greyer and W. W. Horne.

The next meeting of the American Pharmaceutical Association will be held in the city of Indianapolis, on August 27 to September 1, 1917.

Respectfully submitted,

W. W. HORNE.

President BIRDSONG: I will rule that this report take the usual course. Is there a report from the delegation to the National Association of Retail Druggists? (No response.) A report from delegates to any of the neighboring state associations? (No response.) Then the next order of business is the report of the Chairman of the Papers and Queries Committee, Mr. E. L. Tarkenton, of Wilson. I will ask you to listen to these papers carefully and remember that we desire discussion of them afterwards.

Chairman TARKENTON: Mr. President, three months ago I mailed out one hundred letters to members of this Association asking for papers. The replies were rather discouraging, however. I have a paper here of my own preparation:

IS THE NORTH CAROLINA PHARMACIST INDIFFERENT OR SICK?

By E. L. TARKENTON

I believe it is the duty of every druggist in North Carolina to write a paper for this Association at least one time while he is actively engaged in the retail drug business.

I do not write papers for this Association because I think you will be greatly benefited, neither do I write because it is a pleasure, but I do believe all papers have some point that can be discussed and made helpful to our fellow pharmacists. If you will glance over some of the pharmaceutical journals you will note that papers and discussions are as important as any feature on the programs.

We have druggists in North Carolina who should write a paper for every pharmaceutical meeting. If you were as interested and as enthusiastic as you are about your business, we would have no less than twenty-five papers.

The North Carolina Pharmaceutical Association is the most important part of your drug business.

Do you want your Association to be a power in the State or do you want individual annihilation to stare you in the face?

Unless we pharmacists take more interest and combine with our fellows we can't expect to reap the full benefit of our Association. Any sane man should be willing to devote three days out of 365 in

attendance at this Association, and study the problems that make his business unsatisfactory.

I would that we could conscript every pharmacist in North Carolina and have him attend these meetings. I hope the glorious day will come when every druggist will wake up and attend these meetings.

It is the duty of every member of the North Carolina Pharmaceutical Association to take an interest in his Association, and carry the gospel to every indifferent and sick pharmacist.

The history of our Association should not be so much a record of words but of deeds. What has been done in getting new members in this Association during the past year?

Fellow members, we come here and discuss problems and pass resolutions and in one week's time they are forgotten.

If this Association wants to grow, you can't close your eyes to the needs of the day. Active participation is what is needed.

North Carolina pharmacists are indeed sick, for their symptoms of ill health are many and pronounced. Our destiny is to a large extent in our own hands. Never at any time in the history of this Association have we needed a larger attendance than we do now. I do not have to go into the details to open your eyes to the evils that are all around you; read your pharmaceutical journal and see all kinds of taxation and freak legislation against us.

In regard to taxes, every retail druggist who is loyal to America wants to pay his share of the tax, but he is unwilling to be taxed out of business and let other lines go free. But the druggist must serve his country. He must pay additional tax. He must pay the high cost of living.

After years of peace and prosperity we have taken up the dreadful task of war. Temporarily our share of the good things has passed, but let us hope when the war comes to a close the world will be purged of imperialism and there will be no more war.

The European war has taught the world two lessons: the lesson of preparedness, the other lesson that scattered and divided forces are of no avail. Shall we not profit by this lesson?

The North Carolina Pharmaceutical Association wants to help you, wants you to make your life easier to bear, your profits greater and more secure.

Just what you give your Association, just that much will you receive in return.

Fellow members, I make an appeal to you to keep our Association from getting seriously ill.

Thanks to a few of our faithful druggists, who stand ready to devote their time and energy to the upbuilding of pharmacy in North Carolina, we still hope to keep it alive for ourselves and future generations in spite of the sleeping sickness of the many.

The greatest drawback of the retail druggist of today is the narrowing of his own vision. He permits the four walls to encompass and blind his view of life. He imagines he cannot spare the time to come here and mingle with the men of his kind.

I have no doubt in my mind that there are druggists in North Carolina who have a grouch on for this Association. You will hear them say the Association will never get any of his money as long as so and so runs the Association. If it had not been for a few faithful druggists in North Carolina this very same man would have been out of the drug business years ago.

If you want laws enforced, if you want fewer drug stores, fewer dispensing doctors, shorter hours, less cut-rate stores, roll up your sleeves, grind your teeth and come and help fight for what you want. The get-together spirit should suggest itself to all druggists; team-work is what we need.

The aims and objects of the North Carolina Pharmaceutical Association are devoted solely to your interests, and what we want is more recruits and more real service to the profession of pharmacy from those who are already enlisted.

Chairman TARKENTON: We will now have a paper by Frank S. Smith, of Asheville, the title of which is "A Pharmaceutical Crisis."

A PHARMACEUTICAL CRISIS

By FRANK S. SMITH

We have reached a crisis in the history of our nation and also a crisis in the history of the drug business. To meet the former every heart and mind is alert and eager. Every national resource is being inventoried. America is awake as she never has been and her patriots are preparing to meet the emergency which has arisen.

We have our duty to perform in a national way, no matter in what business, occupation or profession we are engaged. And as pharmacists we will vie with the best of them in showing our patriotism by doing "our bit" as it comes to us to do.

We cannot all enlist and march beneath Old Glory's well loved folds. The honor and glory of a soldier's life may not be for us. We may not seek "the bubble reputation at the cannon's mouth." But we shall have our battles—not martial ones perhaps, attended with military display, but nevertheless battles which will call for generalship of a high order. And the battle formation will be unique in that there will be no privates, but all must be generals. For we have entered a crisis in our pharmaceutical life which will require our utmost exertion to successfully meet.

The druggist who has been contentedly drifting along in his business, but without reading the signs of the times and reflecting upon what they portend, will soon be rudely aroused from his peaceful slumber. The enemy of high, and even higher costs, is upon us. We must prepare to meet him. Commercial pharmacy will bear the brunt of the attack. It must represent the first lines of defense. It is the business management to which most attention must be paid at this time. The stock on hand at the time of the advance in prices enhanced rapidly, and should, if handled according to the market, have shown a fine profit, unless the rule followed by some to sell by costs only and not by the market was adhered to. I have heard of druggists who thought this the correct procedure, but it is a short-sighted and very unbusiness-like method. The market is the only fair and equitable guide for merchant as well as customer, and it is hard to see how any sensible merchant could adopt any other guide. If he does, he courts disaster, and it will surely come his way.

One of the reasons why the drug business is such a trying one and why so many fail to make an eminent success of it, is on account of its dual nature, composed as it is of the professional and the commercial. Both are important—both are necessary, and both should be given strict attention. But neither should be neglected or made subservient to the other. The most successful druggist is the one who recognizes the value and opportunities presented by each side. To the educated pharmacist the professional side is naturally most appealing. His years of study have specially fitted him for manufacturing and dispensing, but except in isolated cases the financial successes have not been made in following this natural bent. To the great majority who engage in the business under modern conditions, the commercial end will afford a greater avenue of profit. The advance in medical practice and the radical change in the treatment of many diseases have to a great extent curtailed the use of drugs, and consequently the writing of prescriptions.

The treatment of pneumonia, typhoid fever or venereal diseases, for instance, does not offer the field for profit to the pharmacist as in the past. And tuberculosis, in which we are all more or less interested, is treated more on a hygienic and dietary basis rather than by the use of numbers of medicines which were at one time supposed to be necessary to the treatment of this dread disease.

Serum therapy and hypodermic administration have done their share in cutting off the avenues of profit. In fact, the advance of medical practice has contributed in a large measure to the decadence of pharmacy. So that the pharmacist of yesterday is the druggist of today, seeking through the many side lines offered to offset the loss to the professional side of his business.

A generation ago medicines constituted the principal business of a drug store. It is not so today. Successful drug stores now go after

the business of well people, realizing that a well man who can come regularly to the store is a more lucrative customer than the sick man who can have only what the doctor orders. The class of goods which sell most rapidly today and bring in the best profits are those which minister to the bodily comfort and personal gratification of the customer.

It is the business side which has been most neglected. Many do not know what their "overhead" is nor what their net profits are. They believe they are making money, but they have no means of knowing just how much or how little. Close buying, accurate stock keeping, careful study of market changes, and profit percentages are of vital importance.

Recently a druggist who had been in business a number of years and had, as he thought, been successful, decided that he had made enough to retire. So he closed out his business. When he wound up his affairs, instead of having a good balance to draw on during his declining years, he found he owed about forty dollars. Leaks that he knew nothing about had, like a cancer, eaten in to the vitals of his business. His capital and profit were gone and also his years of labor.

A bank knows where it stands every night. A retail druggist rarely ever knows. Double entry bookkeeping is the best searchlight to turn on your business. It will show where you stand. It may remove your complacency and self-satisfaction, but it will certainly put your business on a sounder basis. Proprietor and clerk alike should keep constantly before them the authorities on the changing market. Commercial papers like the New York Commercial, Oil Paint & Drug Reporter, and others of this character, should be read. The familiar drug journals should be studied and no article affected by the almost daily fluctuations should be sold without fresh information. Don't think you can remember these prices from day to day. Have your price lists and information at hand for ready reference to avoid mistakes. It is hardly possible for the average retailer to carry prices from one day to the next, so frequent are the changes. One thing, however, he is pretty safe in taking for granted, and that is the price has advanced.

The elementary nature of the business training of a great many proprietors and clerks will be a great handicap at this time, and it will be hard to overcome. Systematic business education is possessed by few proprietors of drug stores, and still fewer clerks. This is a decided weakness in our line of work, and cannot fail to bring its hazards. Time was when close figuring and buying and accurate calculation in selling was not so necessary. But today, with expenses of doing business extremely high and constantly increasing, and prices ever advancing, no business makes greater demands on its manager than ours. All the business training we have, and all the sagacity we can bring to bear must be used.

Under the present conditions one must not only be a pharmacist and a merchant but a lawyer as well. For with the strict Federal and State laws under which we operate and the special licenses and taxes for which our business seems to be a shining mark, a legal education will be necessary to avoid their infringement. We are willing to bear our part of the burden of taxation, but we should not be willing to pay a tax which should not rightfully be ours to pay. So I believe the druggist should gracefully pass on to the consumer the tax on proprietaries, toilet articles and patents when it is imposed, just as the Express and Telegraph Companies, and others, passed on the Stamp Tax to us. Any additional expense of doing business and any advance in prices should be balanced with a corresponding increase. The balance must be kept in our favor.

This is no time for speculation, especially in the drug and chemical line. Sundries are safer, but even these should be purchased with care and judgment. It is not likely that sundries will decline in price for several years, so that normal stocks may be carried without risk. Drugs and chemicals offer the greatest risk in buying. These should be bought as needed and kept on the move. Sharp advances with few declines are occuring in this line, and will continue to do so according to market conditions. Just what effect a sudden closing of the war, which seems unlikely at this time, will have on prices and supplies is hard to figure. There may be a decided slump and it may go the other way. We are doing business today under the most trying conditions that ever existed, and since we cannot hope for a change for the better for some time to come we must adapt ourselves to these conditions. Business flexibility is essential. Pessimism has no place now. We must be hopeful and courageous and meet each day with a determination to solve the problems presented.

The druggist who has kept up with his business as he should will find less trouble in still keeping it well in hand now. He is in a state of preparedness. But those who have been running in a haphazard way, as so many do, are going to find some rough sledding ahead. This is a time which will not only try men's souls, but also their bank accounts, if they have not their affairs well within their grasp. This is no time to watch one's competitor with a jealous eye. Strict attention to one's own business will consume all the time there is and put it to far better use. Competition should be relegated for the present and co-operation take its place. Now of all times is it necessary that we all work together. Local differences should be forgotten and a spirit of friendly co-operation be substituted. The spirit of narrowness and jealousy between competitors is one of the meanest things in our business. It has always had a tendency to shrivel the soul and cramp the business perspective. It is not always the little transactions incident to the drug business which tend to make so many druggists

small in mental and moral stature, but the small thoughts he indulges in, especially in regard to his competitors.

Let us learn a lesson from the situation we are discussing and be more altruistic Let us warm the cockles of our hearts with thoughts of helpfulness rather than of hindrance, with a desire to be of service rather than an obstacle to him who needs and deserves a living fully as much as we ourselves do. In all my experience I do not recall any permanent advantage gained by trying to get an underholt on my brother druggist. Any temperoary advantage so gained has been short-lived and has had its *character reflex*.

Selfishness in business as in all the different walks of life, brings no satisfaction in the end. So if we have not cultivated those kindlier feelings towards our brothers in the business; if we have thought only of ourselves and not accepted the many opportunities for helpfulness, may we not as individuals and as an Association come into closer and more fraternal relationship, striving for the good of the majority which will result in the greatest benefit to all.

Local associations will do much to bring this about, and now more than ever it is necessary that regular meetings of local druggists should be held. Entered into in the right spirit, only great commercial and social benefit can result. To those who are well informed, a great opportunity for real service is offered, and to those who have not had the advantages of their more fortunate brethren it is still more important. Coming together in this way at frequent intervals valuable information will be disseminated—rising costs discussed, prices regulated and adapted to changing conditions, and a general weeding out of the sordid ideas of competition will take place and good fellowship and higher ideals in the conduct of business will result. I presume that conditions throughout the State are very much the same as in Asheville. We have no local association, and except on account of some emergency we hold no meetings. At such times as we have met together it was noticeable how companionable and friendly we really could be, and how easy to agree. With such a spirit manifested at rare intervals it would follow that more frequent meetings would bring still greater pleasure and benefits. It would also follow, as a logical sequence, that with live local chapters all over the State that the parent association would be greatly strengthened. And now is the time when the State Association should be brought to full strength and every one do his full duty in making it the power it should be. I can conceive of no better way to stimulate enthusiasm and interest in the State Association than for these local units to be formed and all work together for a greater and more efficient State Association. Every druggist in the State should not only be a member but a working force in the North Carolina Pharmaceutical Association. And I believe this could be brought about if the local ideals I have mentioned could be

achieved. And I do not think it is too utopian to expect that this can be done. It is surely worth the effort to try and accomplish such a devoutly wished for consummation.

To successfully meet the problems ahead of us we will need all the strength we can muster, both local and State. Legislation which would be an intolerable burden has already been directed against us. This will come again, and other evils will threaten. The power of union and co-operation is our only safeguard. We must mobilize our forces and stand ready to meet the attack. We cannot hope to solve the perplexing questions which confront us except through interchange of ideas, constructive criticism and friendly advice. And while we cannot lift the veil and see what the future holds for us, yet with faith in ourselves, our fellowmen and our country we will go forward to the achievement of the ideals for which we strive.

President Birdsong asked Mr. C. P. Greyer, of Morganton, to start off the discussion of this paper.

Mr. Greyer in his remarks stated that the feature of the paper which most impressed him was the part advocating more co-operation and less bitter competition. Mr. H. T. Hicks, of Raleigh, when called upon said he wanted to re-affirm what he said at Wrightsville that a druggist must be more of a business man if he hoped to achieve the best success. Mr. C. B. Miller, of Goldsboro, remarked that Mr. Smith's paper was "one of the most complete hit-the-nail-on-the-head papers" that he had ever listened to. Like Mr. Smith he advocated local associations, deprecating the tendency of many druggists to encompass their lives in four small walls and refusing to mingle with other pharmacists and gain their ideas. He said it was his opinion that when proprietary medicines were advanced in price to the druggists that the latter should pass a portion, at least, of the burden along to the customer. Mr. Miller approved the price-fixing plan of prescriptions adopted by the A. Ph. A. convention in 1916.

Chairman Tarkenton: We will have a paper now from Professor Howell on Soja Beans.

Professor Howell did not read the paper that had been prepared, claiming that it would take too much time, but rather gave the gist of the paper in an extemporaneous manner. He showed the importance of soja beans and the fixed oil obtained

from them not only as a food, but also as an excellent substitute for official fixed oils in many of the preparations of the Pharmacopoeia, notably in the case of ammonia liniment and compound solution of cresol. Professor Howell exhibited a number of preparations that he had made from the oil, as well as samples of different foods prepared in Japan from the beans. Some muffins cooked in Asheville from the meal were shown and tasted. Mr. Zoeller was referred to as probably knowing something of the commercial side of the beans. When called upon Mr. Zoeller stated that like everything else, soja beans had advanced in price recently. Even with the advance, however, bean oil is still cheaper than perhaps any other oil on the market. He complained that most of the bean oil on the market is foreign oil that is inferior and hardly fit for pharmaceutical uses. The price of the foreign oil is now quoted at fourteen cents a pound; whereas cotton seed oil is seventeen cents.

(A very short recess was here taken in order that the members might examine the samples of oil, meal and foods prepared from soja beans.)

Chairman TARKENTON: The next paper on the program is one by Mr. J. A. Goode, of Asheville. His subject is "Doing Your Bit."

DOING YOUR BIT

By J. A. GOODE

The phrase "Doing Your Bit" should not be limited in application to the Army and Navy in referring to the civilian lending his assistance to the military activities of the nation, but rather it should be as appropriately applied to the every-day commercial life, and especially to the drug business. There are two distinct kinds of druggists—those who can and want to "do their bit," and those who would, but have not had sufficient training and do not know how.

"I am doing quite enough work for the money," is an expression often heard. Most frequently it crops up in reply to a remonstrance more or less general from the merchant to the clerk, being his excuse for the task unaccomplished.

Frankly, I do not believe in any man making of himself a plodding drudge or slave in the daily grind of petty details, nor do I count it necessary for him to rise in the morning with the "early bird" that gets the worm, and also consume gallons of midnight oil. I believe that

a man should do his work in the easiest possible way, provided he does it thoroughly and well. Chronic neglect of duty is not always a crime. It is sometimes an evidence that the one in which it is found is no more than human.

One who thinks he is working too hard and wants to work not quite so hard is probably selfish, but the desire to avoid hard work, and above all the unnecessarry work, is perfectly natural. The crime is not in the motive but in the method. If one thinks he works too much for the money, and seeks a remedy by neglect of his work, then he is narrowly selfish. He injures himself in the very act of slighting his employment; but if he believes that he works too hard and seeks an easier way to accomplish the same task, then his selfishness is simply an intelligent step on the high road to better things.

Is the clerk's wage too small or his work too hard? When he seeks a remedy let him be sure to seek the remedy that will open to him the best and biggest future. He should study his efficiency; he should ask himself a few simple questions:

Does he argue on any or every subject that comes up in the store?

Does he know the merchandise he is selling?

Does he suggest a package of tooth paste when he has sold a tooth brush?

Does he suggest a face chamois when he has sold a package of face powder?

Does he suggest a bottle of ink when he has sold a package of writing paper?

Does he suggest soap when he has sold a bath brush?

Does he scratch his head and then handle candy in bulk?

Does he take enough pains to see that every person entering the store is made to feel welcome?

Does he greet the poor as cordially as he does the pleasant and rich young lady?

And does he spend enough time correcting his own faults?

The remedy is not the neglect of his employer's business, but rather a closer and more intelligent study of that business, which line of business in all probability he expects to make his life work. One often finds his work hard for the simple reason that he does not understand it. Often an employer talks to a customer with ease, fluency and perfect confidence; another hesitates, flounders and hardly knows what to say. If the man on the buying side of the counter asks questions concerning the goods, they often reply: "I guess so," or "I don't know." It is harder work for one to talk to a customer or to make a sale when he is not familiar with the merchandise he is selling than for one who is familiar with the goods. And why so? Simply because the one who knows has the advantage of knowing by spending much time, perhaps unconsciously, in studying his customers, and the remedy is to learn

them as thoroughly and quickly as possible. Knowledge of human nature will make it easier to sell goods. Knowledge of the store arrangements and price marks will help to locate the goods more quickly and answer questions without constantly referring to some one else. Knowledge of the display and advertising and of the business will make a clerk more valuable and pave the way to higher things for him.

The clerk will discover that as his wage goes up his difficulties decrease. He will do more perhaps because he knows his ground, and he will do it more correctly and with less conscious effort. Picking up knowledge is not a matter of time merely, the amount of time it takes depending largely upon the application one displays. Application in this sense does not mean long, weary hours. It means going through each day's work with eyes, ears and mind open and alert, picking up every crumb of information and profiting by every mistake.

All men are more or less selfish, but every one must be selfish; every one feels the necessity of saving time and steps and mental and physical strain; every one wants more money in return for the same amount of time and effort. Then let him study his business until it becomes second nature with him to do easily and well the tasks connected with it. Let him go about it in the right way, not the wrong way. Let him "enthuse" and "enthuse" those about him, for enthusiasm on the part of a salesman begets enthusiasm on the part of the buyer. Let him be intelligently selfish, not narrowly selfish. The man who seeks to escape hard work by refusing to use his hands cannot rise to better things. The man who seeks to escape hard work by using his brain to make it easier is preparing for a larger future. Identify yourself with the wide-awake and observing organizations in your respective communities to the end that you may elevate yourself and the profession which you represent to the high masthead of efficiency, confidence and success. Let your every thought remind you to "Do Your Bit."

In the discussion following this paper Mr. Frank S. Smith spoke in substance as follows:

There is no more vital point in our business than the attitude of the clerk to the business; this also embraces the work of this Association. It was mentioned a moment ago that a druggist had to stay confined to his four walls and would not go to association meetings. Many of them cannot go because they have not a competent clerk to leave behind to run the place; one who will take a conscientious interest in trying to conduct the store in the proprietor's absence as the proprietor would have it conducted. I have frequently remarked in the last two or three years that it appeared to me that drug clerks were not

being trained any more as druggists; I mean while they are serving their apprenticeship. I rather believe it is because we have fewer clerks that go from errand boys and bottle-washers right on up to the top through each grade. I learned the drug business as a window-washer, bottle-washer, floor-sweeper, everything of the kind that seems menial now but which I did not consider menial at the time; rather it seemed a necessary thing to do. Can you possibly imagine a clerk in these days starting in such a capacity as that? An errand boy refuses to sweep the floor, for that is the porter's job. Young men behind the soda fountain spill syrup on the floor; walk on it, around it and through it but leave it for the porter to clean. The average drug clerk of today is far from efficient, though I cheerfully concede that there are many shining exceptions. The average one is so devoid of any interest in his proprietor's business that it makes one anxious to get out of the drug trade. As long as we have the incompetent help scattered all over the country that we do have the association meetings are going to be hindered very much because of proprietors who could be of such help to us in our deliberations must stay at home and attend to the business which ought to be handled competently in their absence by clerks. If the clerks would only show interest—I don't care so much for the information or the education as I do for the interest. I want them to show that they are right on the job when I am away; to keep the same hours and do the same work—to have the same conscience in my absence as when I am there. This is a great problem that I cannot, unfortunately offer any solution for.

Mr. S. O. Blair, of Monroe, said that his idea about the selection of a clerk was to take a young fellow out of the high school rather than picking one up off the street. He advocated going to the principal of the high school and asking him to recommend a boy who is well prepared, truthful and one that stands well in his class. This would furnish a much higher type of clerk than we now get. He stated that if clerks were paid more, treated better, that the standard of clerks would be raised. A grouchy proprietor he said engendered a sorry clerk.

Mr. William H. Blauvelt, of Asheville, spoke somewhat as follows: I am a drug clerk. I have been a drug clerk in this county for thirteen years; part of the time from choice and not necessity. I had intended to prepare a paper for this meeting entitled "The Relation of a Drug Clerk to the Pharmaceutical Association." After reading it over three times, however, I tore it up. I have enjoyed Mr. Goode's paper—it was good. I enjoyed Mr. Smith's remarks on Mr. Goode's paper, and yet I think there are two sides of the question; the clerk's side as well as the proprietor's. If the proprietor is right, nine times out of ten the clerk will be right. Mr. Blair spoke about paying suitable wages. That is a good idea, but it isn't always the wages that count most. If a clerk gets appreciation he is going to work and work hard. If he doesn't get appreciation, he isn't going to work nor take an interest in the business. If a clerk doesn't receive appreciation he is hardly going to show appreciation. He will not only lose interest in the business but lose interest also in himself. He will begin to wonder if he hadn't better, after all, get out of the drug business. As I said before, I have been a drug clerk in the same county; in the same town, working for the same man for thirteen years. A darkey came into the store where I work one day. In a conversation he said among other things: "I have been working at the same grocery store for years and years. Don't that sound well for the boss?" That is the position I take. I hope I have done my duty; I have tried to do my duty, but I say that in nine cases out of ten when a man works for the same man as long as I have worked for Mr. C. A. Raysor that it not only speaks well for the man but it speaks well of the boss.

Mr. C. M. Fox, of Asheboro, joined the discussion at this point by remarking that he was a little man from a little town, but his assertion was drowned in a chorus of negatives. Mr. Fox said that after twenty years' experience he had found that a good way to encourage salesmanship in clerks was to follow a plan adopted by him some time back of writing for correspondence courses in salesmanship; ask the clerks to take the course, and then meet with them once every week or so and

have a general discussion of all the points involved. Make sales to imaginary customers, etc. He claimed that co-operation with the clerks would yield better results than any other method.

Mr. James B. Bowers, of Owens & Minor Drug Company, Richmond, related his early experiences as a drug clerk, saying that he began clerking when he was thirteen and began at the bottom. To show that he had seen many years of service, he pulled off the regular cap that all the delegates were furnished with and disclosed a dome that was almost perfectly bare from a hirsutic standpoint. Mr. Bowers in a short but forceful talk said that he wanted to pay a tribute to the clerks he had known; that he had known more than any man in the room as he had sold drugs for thirteen years, stating also the claim that ninety per cent of the men he sold goods to were clerks when he commenced to travel. He placed a large measure of the responsibility for inefficient clerks on the proprietors themeselves.

Lack of space forbids publication of any more discussions on this subject. All were timely, however, and well to the point.

Chairman Tarkenton: We will now have a paper by Mr. J. G. Beard, of Chapel Hill, on "Percolation."

Mr. Beard's paper, in a more complete form with added experiments will be held over until next year's proceedings in order that more time may be given to clearing up some little points in the experiments.

Chairman Tarkenton: We have a paper on "Drug Store Service," by Mr. C. C. Seawell, of High Point:

DRUG STORE SERVICE

By C. C. Seawell

The subject of this paper was suggested at our last meeting, when following the reading of one of the papers, the question was propounded, "What is service?"

Without going into a lengthy discussion concerning the definition of the word, we will accept the popular conception of the term as designating the manner and the nature of filling orders by the store which serves the public.

Using an example brought up in the discussion referred to above, when the gentleman from New Bern asked us what we understood

by service, the gentleman from Dunn replied: "If when you go out to the dining room you order tomatoes and the waiter brings you squash, you will understand what we mean by service. It's getting what you order."

Now we will all concede that getting what you order is essential—that if tomatoes were ordered and squash served—that waiter would not even get credit for the excellent quality of his squash in a score on points. But, to my mind, the simple serving of tomatoes as ordered does not necessarily mean good service.

As I understand it, the distinguished gentleman from New Bern knows tomatoes as few get to know them. He is a connoisseur. You cannot fool him on tomtaoes in a million years. If there is anything that he abhors above all else it is to have tomatoes served with the peel. Some people feel the same way about an unpeeled peach. So the tomatoes of excellent quality are carefully peeled and sliced. As it is an unusually hot day, they have been properly chilled or repose on cracked ice. Succulent green lettuce leaves peep out from under the luscious, tempting fruit. Our smiling, alert water has taken a correspondence course in scientific efficiency. He has anticipated just this order. And before our hungry guest has realized that his quick, noiseless feet are gone, he is back with the appetizing plate of tomatoes, and has without being asked, placed the oil, vinegar, salt, pepper, etc., within easy reach.

Every element that contributes to the satisfying of your customer; everything you do to make him prefer to trade at your store in preference to all others, enters into and becomes a part of your service. The clean, sanitary condition of your fountain and glasses, the neat appearance of your clerk, his attitude, his manner, his alertness, are all a part of the your fountain service. The condition of your cigars, your assortment of stock, the clerk's knowledge of cigars in general and your stock in particular as well as his manner in serving the cigars are all a part of your cigar service, and are considered by the jury—your smoker customers—in rendering their verdict.

As it was the purpose of this paper to discuss drug store service, especially in regard to prescriptions, I will endeavor to confine myself to that subject.

Promptness and quickness in filling prescriptions is more important and essential to good service than in any other department. We all know from experience how impatient people are for their medicine after the doctor has prescribed it. How often have you had a customer in reply to the question, "Do you want to wait for this medicine?" say, "No, I want it now."

While the prescription room is no place for hurry, it is important that no time be lost or wasted from the minute the prescription is placed in the druggist's hand until it is delivered, neatly labeled and

wrapped, to the waiting customer, in the store or at his home.

To give good service it is necessary for the prescriptionist to anticipate, just as our waiter anticipated his order of tomatoes. He must have everything possible in readiness. He should use some system that will not let him forget. He should make a note of any stock that he finds running low as he works and keep this memorandum ever before him so that at a time when he is least apt to be busy he can make up stock. Saturday afternoon during the rush hour is no time to be making up even such simple things as tincture nux vomica, dilute hydrochloric acid, or compound syrup of squills.

Another great time-saver in the filling of prescriptions is a convenient arrangement of stock. This sounds to many of you, I know, like the A B C of rules for junior drug clerks; but I happen to know that many druggists do not give enough time and thought to this subject. I have personally rearranged the stock of half a dozen prescription departments so as to decrease the time necessary for filling prescriptions by cutting out the unnecessary steps and the false motions. The druggist can readily ascertain by a review of his prescriptions or by his intimate knowledge of what drugs he uses most often in his work. Then let these drugs and medicines be mobilized around the scales and on the prescription case, giving preference to those used most frequently. Weed out the never-used and seldom-used packages and put them somewhere else. Let him select and put in easy reach of the work board those drugs and medicines used every day and many times a day, and pretty soon he can compound most of his prescriptions without hardly moving from his tracks. This is a simple but mighty effective rule for speeding up your work without hurrying it.

One annoyance and handicap we all have had to contend with, more or less, is a crowd of friends or acquaintances who insist on "gassing" to and around us while we are trying to speed up on an emergency prescription. Even the friendly doctor may retard your progress; he does not realize how much, while he is expatiating on the advisability of getting his prescription out in a hurry, since he should have left it there that morning. My remedy for this evil is to get so everlastingly busy that I discourage them. I have noticed that a busy proprietor or manager usually has a crew of busy clerks. Loafers are not going to stay around busy people long. Being busy is contagious.

Rabelais tells us that "When Philip, King of Macedonia, enterprised the seige and ruin of Corinth, the Corinthians having received certain intelligence by their spies, that he, with a numerous army in battle-rank, was coming against them, were all of them, not without cause, most terribly afraid; and therefore were not neglective of their duty in doing their best endeavors to put themselves in a fit posture to resist his hostile approach and defend their own city." In the preparedness campaign which followed, every man, woman and child were doing

their bit with a vengeance. Such a gathering together of munitions of war; such a hurrying to and fro as had seldom before been witnessed.

"Diogenes seeing them all so warm at work, and himself not employed in any business whatsoever, he did very seriously for many days together without speaking one word, consider and contemplate the countenance of his fellow citizens.

"Then on a sudden, as if he had been roused up and inspired by a martial spirit, he girded his cloak scarfwise about his left arm, tucked up his sleeves to his elbow, and giving to one of his old acquaintances his wallet, books and Opistographs, away went he out of town towards a little hill or promontory of Corinth called the Cranie; and there on the strand, a pretty level place, did he roll his jolly tub, which served him for a house to shelter him from the injuries of the weather; there, I say, in a great vehemency of spirit, did he turn it, veer it, wheel it, whirl it, frisk it, jumble it, shuffle it, huddle it, tumble it and so" (to abbreviate and make a long story short) after using all the verbs in the world and coining a few to describe what he did to that tub, adds, "and every way so banged and belabored it that it was ten thousand to one that he had not bursted the bottom out of it."

Which, when one of his friends had seen and asked him why he did so toil his body, perplex his spirit and torment his tub, the philosopher's answer was that, "not being employed in any other charge by the Republic, he thought it expedient to thunder and storm it so tempestously upon his tub, that amongst a people so fervently busy and earnest at work, he alone might not seem a loitering slug and lazy fellow."

Chairman TARKENTON: I want to thank those who contributed papers this morning and those who entered into the discussions. I want to try and "boost" the paper and query part of the 1918 meeting. The Committee on Papers and Queries offers the following subjects for the guidance of those who it is hoped will write papers to be read next year. I am going to distribute these lists now and I will be glad if you will look the subjects over; select one, and hand it to me as early as possible. We want about twenty-five papers. Please respond.

(Below is a sample copy of this list. It is published as a guide to those who may have lost their original copies:)

LIST OF SUBJECTS

The committee on Papers offer the following subjects for the guidance of those who it is hoped will write papers to be read at the 1918 meeting:

1. Best plan for general advertising of a drug store.
2. My best paying side-line.
3. The soda fountain.
4. Why I consider my jobber my best friend.
5. What practical benefits are to be derived from membership in the N. C. P. A.
6. Why do not more druggists attend the annual convention?
7. Best system and method for filling prescriptions.
8. In your opinion is the condition of the modern pharmacy better or worse than it was ten or fifteen years ago? How can it be improved?
9. Pharmacy as a vocation.
10. The Stephens bill and its importance to the retail drug trade.
11. How to make the sundry line pay better.
12. What is a reasonable profit in the average drug store?
13. What is the ideal drug store?
14. Business efficiency of the pharmacist; not what it is, but what it should be.
15. Propaganda work.
16. Substitution.
17. Dispensing difficulties.
18. Comments on drug prices and production.
19. Drug store financial problems.
20. Future for the retail pharmacist.
21. History of vegetable drugs in North Carolina.
22. Is it a good plan to give clerks commissions on certain lines?
23. Short cuts and improved manipulation in the laboratory.
24. How do you dispose of shop-worn goods?
25. Your experience with the various coupon and trading stamp schemes.
26. Window displays, featuring the prescription and laboratory department. Do they pay?
27. Novel and new features in window display that have proven successful.
28. Store arrangements.
29. Is the sale of bulk candy profitable?
30. On the outside looking in. Pharmacy from the customer's standpoint.
31. Efficiency in the drug store.

Name..... Address..... No. of Subject.....

Detach this slip and send to Chairman E. L. Tarkenton, Wilson, N. C. Check number you select and keep list of subjects for future guidance.

President BIRDSONG: We have with us this morning Mr. S. B. Penick, of New York City, president of S. B. Penick & Co.,

Crude Drug Merchants of that city and Marion, North Carolina. We should like to hear from Mr. Penick.

Mr. Penick spoke substantially as follows:

"I hardly think that many of you know that North Carolina produces the largest part of the crude botanical drugs used in this country. There are of course many botanical drugs growing all over the country, but the industry has never been developed to any extent except here in this State. From the Pacific Coast comes our cascara and yerba santa; also a small portion of digitalis in the past twelve months. We get a few drugs from Canada and the Northwest. In the southwestern section of the United States we get our principal supply of serpentaria. In New York State we are now getting commercial quantities of dandelion or taraxacum root, and wild cherry. From other scattered sections of the country a few more botanicals are obtained in commercial quantities. It remains for North Carolina to supply, in my judgment, ninety per cent of the American botanical drugs. This is a fact that more attention should be given to by our people." Mr. Penick explained why so many drugs come from North Carolina by saying "that it is due in a large measure to the wide variety of vegetation that grows in the three belts that North Carolina has, namely, the coastal, sandhill, and mountainous sections. Also because for the past five or six generations, people in this State have been accustomed to harvesting crude drug plants and the industry has thus developed. Even children, in many cases, were engaged in this trade which is not injurious to them but rather healthful." Mr. Penick then spoke of the supply of foreign botanicals and mentioned that many medicinal plants like hyoscyamus, belladonna, digitalis, etc., that were formerly obtained almost solely from Europe are now being grown successfully in this country. He praised the work of the Bureau of Plant Industry at Washington for their propaganda work in this regard. He stated further that there was now being grown in northern Virginia a belladonna that assayed ninety-one hundredths of one per cent of mydriatics; this per cent being much higher than the maximum requirements of the

Pharmacopoeia. Mr. Penick predicted that if the war continued for a much longer period of time that crude drug cultivation in the United States would develop rapidly as an industry.

Mr. J. A. Goode: We have some prizes here that we would like to award. Other awards will be made later. Mr. Lambert Kuhn wins a prize of one dozen Mennen's Shaving Cream as being the heaviest traveling salesman attending the convention. Mr. Grubb a package of shampoo cream for being the lightest. Other prizes that he awarded were: Smallest retail druggist, C. P. Greyer—one dozen Mennen's talcum. Largest retail druggist, C. A. Walker—one dozen Euthymol talcum. The prize for recognizing the most synonyms of major league baseball teams had to be distributed among Messrs. J. B. O'Bannon, Lambert Kuhn, C. A. Raysor, and J. B. Bowers, since all of them made a perfect score. Mr. Bowers also received a prize of one dozen Pompeian Shampoo Cream for being the baldest man in the audience. Mr. Zoeller was given the consolation prize of just one package of the cream as the next baldest.

At this point President Birdsong appointed as a committee on time and place of next meeting the following members: Messrs. W. H. Justus, F. G. Jacocks and C. A. Walker. The president also announced an illustrated lecture for that evening (Wednesday) to be given by Dr. J. H. Crum, of Detroit, Michigan, on biologicals, etc.

Mr. F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy, announced that L. A. Warren, of Newton Grove, had won the Beal prize and the Hancock medal for this year.

Adjournment was taken at 1:00 P. M.

FOURTH SESSION.

Wednesday Evening.

The Fourth Session of the Association was called to order at 8:30 P. M. by First Vice-president Matton. President Birdsong was called home unexpectedly in the afternoon because of the illness of his manager's brother.

Chairman MATTON: Gentlemen, we have with us tonight a representative from the Health Department of Parke, Davis & Co. It is with pleasure that I present to this convention Dr. J. H. Crum, of Detroit, who will furnish us with an illustrated lecture.

The darkness of the room, enforced by the fact that the projection lantern was used constantly prevented the stenographer from taking full notes. To properly appreciate Dr. Crum's address; in fact to get an intelligent idea of it, one had to follow the illustrations that accompanied the lecture anyway. Consequently the proceedings will not carry a report of the address. It is sufficient perhaps to say that everyone was delightfully entertained by the very instructive address that Dr. Crum gave with illustrations; that each delegate went back home carrying materially more knowledge concerning biologicals in general. The address began by an explanation that only three biologic processes could be considered; those concerned with diphtheria, smallpox, and tetanus. Dr. Crum, starting with diphtheria antitoxin, described the method of making and standardizing this biological from beginning to end. In the same way, but to a lesser degree, he dealt with the manufacture of smallpox vaccine and tetanus antitoxin. Hundreds of slides illustrating the various stages in the preparation and assay of toxins and antitoxins were projected on the screen which gave the hearers a more intelligent idea of the processes involved than could have been the case otherwise. Dr. Crum's audience was both attentive and appreciative.

Mr. J. P. STOWE, of Charlotte: *"Mr. Chairman and Gentlemen of the Association*:

"There is a condition existing in the City of Charlotte, in the drug business, that I want to call attention to. It is a condition existing and that will exist in the future drug business of Charlotte, by the coming into our town of the United Drug Company, or the Rexall Stores.

"Now, I don't think that it is the intent of any member of the Association to object to those people coming, provided they will get in line, but they have started out in the wrong way and we feel that while as yet it is a Charlotte affair, it is only a matter of time until it becomes a State-wide affair and I just want to tell you just what I know so far of their methods of doing business and what I think will be the outcome of it in the future.

"This store, known as Jordan Drug Store, is the largest store in the State and I will say for the benefit of the Rexall people that I don't think that they attempted to buy this store. It was a case of where they asked them to buy the store. So they have come down there now and have opened this store, which is a new thing to us, and it is a new thing in this section of the country.

"Now, one thing that is puzzling us right much at the present time is the method in which they are very quietly going after the business, or their method, rather, of keeping quiet. When they opened their store, or this store, after taking inventory, a great many preparations on the inside were priced at cut figures. There's nothing been said, as yet, in the newspapers about the prices they intend to hand the people but those prices were placarded on the different preparations. After about a week the windows were dressed with Castoria 22c, Wampole's Cod Liver Oil at 69c, Wine of Cardui at 89c. That has been going on there ever since they have been there, for just about one month.

"Now, we feel that that quiet game of theirs is a play on their part to bring out some of the rest of us in the newspapers so that they can get down to business right in the way that they want to. We in Charlotte feel that if this store is a success it is only a matter of time until there will be a Rexall store in Ashe-

ville with the same prices; there will be a Rexall store in Spartanburg, in Columbia. These latter towns, however, are out of our State, but nevertheless they affect this territory. There will certainly be one at Winston, Greensboro, Raleigh, and possibly half a dozen other towns in the State of North Carolina. Now, when it gets to that point, and that time is coming, if this store is successful, there will be cut rates all over North Carolina.

"The man in the little town is just as much affected as the man on the corner below, because these prices are exploited in the newspapers and the customer in the little town figures where he can save money by going down there and dealing with these stores. In fact, he can save on two-dollar bottles of medicine railroad fare one way, if not two ways. Now, I don't think that the people throughout the State, the druggists, realize just what this thing means. They have never given it any thought, but know there is a Rexall store there, but as yet haven't learned what that store means or what we think it is going to mean.

"Now, I am candid to admit that I never have given much thought to retail Rexall stores prior to this time. But recently I have investigated to a certain extent and have one or two advertisements here of the Atlanta Rexall store and I just want to read this to give you an idea as to what you are up against when these people get ready for business. Now, this advertisement you will see is headed 'Every Day Cut Prices at Liggetts. You can save money by purchasing your drug store needs at a Liggett Store.' I would like to read these prices because I want you to hear them: Bulgaria Tablets, 89c; Castoria, Fletcher's 22c; Cascarets, 19c, 39c; Carter's Liver Pills, 15c; Danderine, 20c, 38c, 70c; Dioxogen, 18c, 33c, 50c; Fairchild's Ess. Pepsin, 79c; Fellows' Syrup, 99c; Formolid, Wampole's, 20c, 39c; Gray's Glycerin Tonic, $1.00; Gude's Peptomangan, 80c; Herpicide, 75c, 39c; Horlick's Malted Milk, 38c, 75c; Jad Salts, 69c; Lavoris, 39c, 69c; Laxative Bromo Quinine, 18c; Lactobacilline, Liq., $1.12, Tablets, 89c; Manola, 89c; Mentholatum, 18c, 40c; Mothers' Friend, 89c; Nujol 69c; Ovofer-

rin, 79c; Phillip's Milk Magnesia, 37c; Parisian Sage, 35c; Peruna, 89c; Pinkham's Vegetable Compound, 67c; Russell Emulsion, 89c; Sal Hepatica, 16c, 35c and 70c; S. S. S., 79c, $1.45; Syrup of Figs, 37c; Swamp Root, 37c, 67c; Sloan's Liniment, 19c, 38c, 79c; Tarrant's Aperient, 39c, 75c; Tongaline, 89c; Tyree's Powder, 21c, 42c, 75c; Usoline Oil, 23c, 45c, 89c; Wine Cardui, 79c; Wampole's Cod Liver Oil, 67c; Wyeth's Sage and Sulphur, 38c, 75c. That is a copy of the daily ad. in the Atlanta papers. I've got another one that is similar. This is from the Atlanta Journal.

"Now, we feel that that is just what is coming in the State of North Carolina. Those things are going to be paraded in our papers. I believe, as firmly as I stand here, the reason we haven't heard anything from that store, the reason they are quietly parading these prices in the windows in very small figures—(if you put on a cut price in your window you have figures that big [indicating large figures] to make the fellow passing by see it), but these are comparatively small figures. Now, I believe firmly the game they are playing is to get me to come out and meet those prices just this way. What they want to do is for me or Mr. Shepherd, or Tryon Drug Co., or some other firm in the city of Charlotte to come out with an ad. similar to that and then they can say to Mr. Rexall agent (a number of you gentlemen are Rexall agents) 'Mr. Stowe is the man that set these prices. We just had one or two items in our window as leaders to get the people into the store.' Consequently, they pacify the Rexall man to a certain extent, if I am mad enough to come out and give the papers an ad. that they can come out in competition with. I believe that those people are waiting today until they see what the sentiment of this body of men is. They want to see if the druggists of North Carolina object to it, and particularly the Rexall agents. They are further going to wait and play this game until the Rexall Association has their meeting, to look over the sentiment of that body of men and to find out to what extent they are welcome and if the people will stand for this cut price method of advertising they propose to come out with. They

are not coming until these two meetings are finished and I feel that it is my duty to call this Association's attention to the facts and to give you my opinion just from what little I have observed there as to what I think their methods are.

"Now I believe that you have judgment enough to know that the United Drug Company cannot afford to jeopardize their Rexall business in the State of North Carolina for the one store in the city of Charlotte. I believe that the Rexall people in the State of North Carolina have them absolutely in hand and that if they tell Mr. Liggett, who is president of the United Drug Company, president of the Rexall corporation, and president of the Liggett Company, which they claim are separate corporations, but they are just about as close kin as twin brothers—I believe firmly that if the Rexall men in North Carolina tell them they will not sanction these cut prices and their methods of doing business in this State, prices will be put back in Charlotte in less than ten days.

"It is not the nature of business men, and particularly big business men to take over a big business firm and sit down meekly and quietly and let the business get away that was there before they went into it. I am just as confident as I can be that that firm hasn't made expenses a day since it has been in Charlotte but I know that they've got plenty of money and can afford to wait till this time next year, if they can pacify the druggists of North Carolina to push Rexall goods as they have been pushing them, and let them get in their work gradually.

"I won't ask this Association to take action. I will leave that to the rest of you, but I hope that every Rexall man in this audience will use his best influence towards getting those people to run their stores in North Carolina on the basis of full prices or I hope he will be man enough to tell me he don't want to do it. I'm very much obliged to you, gentlemen."

Chairman MATTON: That is a question of vital importance, I believe, to all of us, especially us small men, and I'd like to hear expressions from all of you or some of you.

Mr. J. P. STOWE: Just a minute, please. Now, I have heard a good many things. I know that the Rexall people are trying

to pacify these men over the territory right now. Furthermore, I have heard things that may possibly be to some extent exaggerated, but one of the things I know. The Rexall agents have been told that if they hadn't bought that store, Mr. Jacobs of Atlanta would. Now, I wrote Mr. Jacobs and here is his reply. (Here reads letter from Mr. Jacobs denying the statement that he would have purchased this store).

Mr. C. A. RAYSOR: I will just say that there are several representatives of the Rexall stores in the audience, and I'd like to hear from some of them and see what they think of this thing, if they feel like expressing an opinion about it, and what they think the outcome will be. I don't happen to be one myself.

Mr. J. A. GOODE: I move that we adjourn this meeting until in the morning. We've got several artists upstairs waiting to perform and it would interfere with our entertainment program seriously if we continue this and they are waiting and I think we would enjoy the music they would give. It is a very interesting discussion and ought to be continued in the morning. Either that or inform the artists.

Mr. J. P. STOWE: I am vitally interested in this and at the same time I am sure everybody will enjoy that performance. It is perfectly agreeable to me that this discussion be continued in the morning. I would like to have it first thing on the program as unfinished business.

Adjourned at 9:57 P. M.

FIFTH SESSION

Thursday Morning.

Vice-president G. A. Matton called the Fifth Session to order at 10:30 A. M. Thursday, June 21, 1917.

Chairman MATTON: We agreed last night to take up as the first order of business this morning consideration of the matter Mr. Stowe called to our attention last night. I think it would be well for the stenographer to read the notes of Mr. Stowe's remarks.

Mr. Kenneth M. S. Johnson, of Washington, D. C., the official reporter of the convention read a stenotypic report as directed.

Chairman MATTON: We would like to hear from all of you and especially the Rexall dealers. In rising please mention your names and the town you are from. The meeting is now open for discussion.

The discussion was quite general, though it hardly appears necessary to report it in full in the proceedings. The action taken consisted of a motion made by Mr. E. L. Tarkenton and adopted that three active Rexall agents who are members of the Association be instructed to attend the State Rexall Meeting; ascertain the attitude of that convention and report back to the Secretary, who was to notify every druggist in the State concerning the situation. The delegates appointed were Messrs. Frank S. Smith, Chairman; E. W. O'Hanlon, of Winston-Salem; W. H. Justus of Hendersonville. The alternates appointed consisted of Messrs. W. S. Douglass, E. C. Adams, W. A. Ring and J. F. Goodman of Concord.

It should be stated here that not the slightest bitterness was manifested during this discussion; the whole matter was threshed out without animus, and especially was this so as relating to the Rexall agents who were attending the convention. The entire object seemed to be to try and avoid a general era of cut prices in North Carolina. No harsh feelings developed anywhere.

Chairman MATTON: The next feature of the program is the reading of the report of the Legislative Committee, by Chairman F. W. Hancock.

REPORT OF LEGISLATIVE COMMITTEE

Your Committee takes pleasure in making the following report of the Legislation affecting the drug interests which came up in the last session of the General Assembly. His Excellency, Governor Thomas Walter Bickett, in his Inaugural Address, when speaking upon the subject of Health, said:

I am in favor of a law making it a felony for any man to sell, offer for sale, or advertise for sale in North Carolina any proprietary or patent medicine purporting to cure cancer, consumption, diabetes, paralysis, epilepsy, Bright's disease, or any other disease for which the North Carolina Medical Association and the American Medical Association declare that no cure has been discovered.

I am earnestly in favor of a law requiring all vendors of proprietary medicines to file with the State Board of Health a statement showing the exact composition of such medicines, and that the State Board be empowered to forbid the sale of such proprietary medicines in the State of North Carolina if in its opinion it is without curative value in the treatment of the disease it purports to cure.

A bill is being prepared by our Health Department that will deal fully and adequately with this subject, and I give to this bill my most emphatic indorsement.

Dr. W. S. Rankin, Secretary of State Board of Health, had Senator Alfred M. Scales of Guilford and Representative Henry A. Page of Moore to introduce into the two branches of the General Assembly the following bill:

A BILL TO BE ENTITLED "AN ACT TO REGULATE THE SALE AND USE OF PROPRIETARY MEDICINES"

The General Assembly of North Carolina do enact:

SECTION 1. This act shall not apply to the following drugs, medicines or preparations held, advertised or offered for sale to the public for the prevention, cure or alleviation of human ailments:

(a) Any drugs, medicines or preparation that holds a patent right granted by the Patent Office of the United States Government, or granted by any foreign government to which the United States Government is bound by treaty obligations to recognize patent rights.

(b) Any drug, medicine or preparation officially listed or recognized by the United States Pharmacopoeia or the National Formulary, for internal or external use in the prevention, cure or alleviation of human ailments.

(c) Any drug, medicine or preparation compounded upon the written prescription of a physician who has complied with all the legal tests and qualifications required to obtain license to practice his profession in this State: *Provided,* that such a remedy or preparation is intended for a specific person and not for general use.

SEC. 2. All drugs, medicines or preparations, except those exempted in section 1 of this act, held, advertised or offered for sale to the public for the prevention, cure or alleviation of human ailments, shall be accompanied by a statement, plainly and legibly written or printed on the bottle, label and package containing the preparation, in such wise that the said statement shall reach the purchaser and ultimate consumer, giving the name and amount of each ingredient which the manufacturer or producer thereof claims to be therapeutically effective. The names and amounts of therapeutically effective ingredients shall be stated accurately in the language, descriptions and abbreviations used in the United States Pharmacopoeia or in the National Formulary. If there is any substance which the manufacturer claims to be therapeutically effective in a drug or medicine or preparation not exempted in section 1 of this act, and which substance is not described in the United States Pharmacopoeia or in the National Formulary, such substance shall be stated under its ordinary name or customary chemical term, and not by any fancy or proprietary name.

SEC. 3. To provide for the efficient enforcement of this act, a Division of Drugs and the Office of State Drug Inspector, to be under the supervision and management of the North Carolina State Board of Health, is hereby created; and a graduated inspection tax is hereby imposed upon all manufacturers or producers of drugs, medicines and preparations, except such drugs, medicines or preparations as are exempted in section 1 of this act, sold or offered for sale for the prevention or cure or alleviation of human ailments to be fixed and collected as follows: On or before July 1, annually, every such manufacturer or producer of drugs, medicines or preparations other than those exempted in section 1 of this act shall file a sworn statement of the total sales of each brand or item of the said drugs, medicines or preparations sold in the State of North Carolina during the preceding calendar year. On the total sales so filed the manufacturer or producer of said drugs, medicines or preparations shall pay to the Treasurer of the North Carolina State Board of Health for each brand or item of said drug or medicine or preparation, the total sale of which for the preceding calendar year did not exeeced $2,000, an inspection tax of $5; and for those brands or items of said drugs, medicines or preparations the total sales of which ex-

ceeded $2.000, but were less than $5,000 for the preceding calendar year, the said manufacturer or producer shall pay an inspection tax of $10; and for those brands or items of said drugs, medicines or preparations the total sales of which exceeded $5,000, but were less than $25,000 for the preceding calendar year, the said manufacturer or producer shall pay an inspection tax of $20; and for those brands or items of said drugs, medicines or preparations the total sales of which exceeded $25,000, but were less than $50,000 for the preceding calendar year, the said manufacturer or producer shall pay an inspection tax of $50; and for each brand or item of said drugs, medicines or preparations the total sales of which for the preceding calendar year exceeded $50,000 the manufacturer or producer thereof shall pay an inspection tax of $100: *Provided* that in case of a new brand or item of a drug, medicine or preparation, other than such drugs, medicines or preparations as are exempted in section 1 of this act, sold and advertised for the prevention or cure or alleviation of human ailments which has not been on the market in North Carolina for the preceding calendar year, but which it is proposed to place on the market in this State, a minimum inspection tax of $10 is hereby imposed. All funds received under the provisions of this act shall be expended for the inspection and laboratory investigation of medicines and preparations other than those exempted in section 1 of this act. All funds received under the provision of this act shall be accurately accounted for in the biennial report of the North Carolina State Board of Health.

SEC. 4. That every person, firm or corporation required by section 3 of this act to make report of sales who shall fail to make such report or shall make a false report of such sales shall be guilty of a misdemeanor: *Provided, further,* that any such person, firm or corporation who fails to comply with section 3 of this act shall be debarred in the courts of this State from the collection of amounts due for such drugs, medicines or preparations on which the tax prescribed in section 3 of this act has not been paid; and *Provided, further,* that the sheriffs, at the direction of the Treasurer of the North Carolina State Board of Health, shall seize and sell to the amount of tax due said Treasurer any drugs, medicines or preparations on which the tax prescribed in section 3 of this act has not been paid.

SEC. 5. That the State Drug Inspector, or his deputy, shall have the power and authority to enter and inspect all stores in this State holding or offering drugs, medicines or preparations for sale, in order to enforce this act, and any druggist or proprietor of such store who refuses or obstructs such inspection shall be guilty of a misdemeanor; and any propretor of a drug store or other store in this State who sells or offers for sale any drug, medicine or preparation subject to the tax imposed by section 3 of this act, after notice that the manufacturer or producer

thereof has not complied in any respect with the provisions of section 3 of this act, shall be guilty of a misdemeanor.

SEC. 6. All laws and clauses of laws in conflict with this act are hereby repealed.

SEC. 7. This act shall be in force from and after July 1, 1917.

When the bill came up for discussion before the joint committee on Health of the Senate and House the following bill was introduced upon request of the Secretary of Board of Health as a substitute for the original bill suggested by him:

A BILL TO BE ENTITLED AN ACT TO REGULATE THE SALE AND USE OF PROPRIETARY MEDICINES.

The General Assembly of North Carolina do enact:

SECTION 1. This act shall not apply to the following drugs, medicines, or preparations held, advertised or offered for sale to the public for the prevention, cure, or alleviation of human ailments:

(a) Any drug, medicine, or preparation, that holds a patent right granted by the Patent Office of the United States Government, or, granted by any foreign government to which the United States Government is bound by treaty obligations to recognize patent rights.

(b) Any drug, medicine, or preparation officially listed or recognized by the United States Pharmacopoeia or the National Formulary for internal or external use in the prevention, cure, or alleviation of human ailments.

(c) Any drug, medicine, or preparation, compounded upon the written prescription of a physician who has complied with all the legal tests and qualifications required to obtain license to practice his profession in this State: *Provided,* that such a remedy or preparation is intended for a specific person and not for general use.

(d) Any drug, medicine or preparation held, advertised or administered in any hospital or sanitarium under the supervision of a licensed physician.

(e) Any drugs, medicines, or preparations in the hands of reputable jobbers or manufacturers in this State on May 1, 1917, said jobbers or manufacturers doing an exclusive wholesale business: *Provided,* said jobbers or manufacturers shall stamp in hold type on said preparations "On hand May 1, 1917," together with their firm name.

SEC. 2. All drugs, medicines, or preparations, except those exempted in section one of this act, held, advertised, or offered for sale to the public in this State for the prevention, cure, or alleviation of human ailments shall be accompanied by a statement, plainly and legibly written or printed, on the bottle, label, and package containing the preparation in such wise that the said statement shall reach the purchaser and ultimate consumer giving the name and amount of each ingredient

which the manufacturer or producer thereof claims to be therapeutically effective. The names and amounts of therapeutically effective ingredients shall be stated accurately in the language, descriptions, and abbreviations used in the United States Pharmacopoeia or in the National Formulary. If there is any substance which the manufacturer claims to be therapeutically effective in a drug, medicine, or preparation not exempted in section one of this act, and which substance is not described in the United States Pharmacopoeia or in the National Formulary, such substance shall be stated under its ordinary name or customary chemical term, and not by any fancy or proprietary name. For the effective enforcement of this section every retail dealer in drugs, medicines or preparations not exempted by section one of this act and whose place of business is located in this State is required to file with the Secretary of the North Carolina State Board of Health on or before May 1, 1917, a complete list of his or her stock of such drugs, medicines, or preparations as are not exempted by section one of this act, and if the State Drug Inspector, or his deputy, shall thereafter find the said dealer in possession of other drugs, medicines, or preparations than those exempted in section one of this act and than those listed prior to May 1, 1917, and which the said dealer has reason to believe does not comply with section two of this act, the said dealer shall be guilty of a misdemeanor and subject to a fine of not less than ten dollars ($10), or not more than fifty dollars ($50), for each and every brand or item of drugs, medicines, or preparations coming within the meaning and not labeled in accordance with this section.

SEC. 3. To provide for the efficient enforcement of this act, a Division of Drugs and the office of State Drug Inspector, to be under the supervision and management of the North Carolina State Board of Health, is hereby created; and a graduated inspection tax is hereby imposed upon all manufacturers or producers of drugs, medicines, and preparations, except such drugs, medicines, or preparations as are exempted in section one of this act, sold or offered for sale for the prevention or cure or alleviation of human ailments, to be fixed and collected as follows: On or before July 1, annually, every such manufacturer or producer of drugs, medicines, or preparations other than those exempted in section one of this act, shall file a sworn statement of the total sales of each brand or item of the said drugs, medicines, or preparations sold in the State of North Carolina during the preceding calendar year. On the total sales so filed, the manufacturer or producer of said drugs, medicines, or preparations shall pay to the treasurer of the North Carolina State Board of Health for each brand or item of said drug or medicine preparation, the total sale of which exceeded $2,000 but were less than $5,000 for the preceding calendar year, an inspection tax of $10; and for those brands or items of said drugs, medicines, or preparations the total sales of which exceeded

$5,000 but were less than $25,000 for the preceding year, the said manufacturer or producer shall pay an inspection tax of $20; and for those brands or items of said drugs, medicines, or preparations the total sales of which exceeded $25,000 but were less than $50,000 for the preceding calendar year, the said manufacturer or producer shall pay and inspection tax of $50; and for each brand or item of said drugs, medicines or preparations the total sales of which for the preceding calendar year exceeded $50,000, the manufacturer or producer thereof shall pay an inspection tax of $100. All funds received under the provision of this act shall be expended for the inspection and laboratory investigation of medicines and preparations other than those exempted in section one of this act. All funds received under the provisions of this act shall be accurately accounted for in the biennial report of the North Carolina State Board of Health.

SEC. 4. That every person, firm, or corporation, required by section three of this act to make report of sales who shall fail to make such report or shall make a false report of such sales shall be guilty of a misdemeanor: *Provided, further,* that any such person, firm, or corporation who fails to comply with section three of this act shall be debarred in the courts of this State from the collection of amounts due for such drugs, medicines, or preparations on which the tax prescribed in section three of this act has not been paid: And, *Provided,* further, that the sheriffs, at the direction of the Treasurer of the North Carolina State Board of Health, shall seize and sell to the amount of tax due said Treasurer any drugs, medicines, or preparations on which the tax prescribed in section three of this act has not been paid.

SEC. 5. That the State Drug Inspector, or his deputy, shall have the power and authority to enter and inspect all stores in this State holding or offering drugs, medicines, or preparations for sale in order to enforce this act, and any druggist or proprietor of such store who refuses or obstructs such inspection shall be guilty of a misdemeanor, and any proprietor of a drug store or other store in this State who sells or offers for sale any drug, medicine, or preparation subject to the tax imposed by section three of this act, after notice that the manufacturer or producer thereof has not complied in any respect with the provisions of section three of this act, shall be guilty of a misdemeanor.

SEC. 6. All laws and clauses of laws in conflict with this act are hereby repealed.

SEC. 7. This act shall be in force from and after July 1, 1917.

Your Committee was exceedingly fortunate in having as members of the General Assembly, for the first time in the history of that body, three pharmacists, one in the Senate, Kelly

E. Bennett of Bryson City and two in the House, George K. Grantham of Dunn and Thos. E. Holding of Wake Forest.

We had introduced by these in both branches of the Assembly, at the same time, the following bill:

A BILL TO BE ENTITLED "AN ACT TO PREVENT THE SALE OFFERING FOR SALE, OR ADVERTISING CERTAIN PROPRIETARY OR PATENT MEDICINES."

The General Assembly of North Carolina do enact:

SECTION 1. That it shall be unlawful for any person, firm, association, or corporation in the State, or any agent thereof, to sell or offer for sale any proprietary or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, Bright's disease, or any other diease for which the North Carolina Medical Association and the American Medical Association declare that no cure has been discovered; and that it shall be unlawful for any person, firm, association, or corporation in the State, or any agent thereof, to publish, in any manner or by any means, or cause to be published, circulated, or in any way placed before the public, any advertisement in a newspaper or other publication, or in the form of books, pamphlets, handbills, circulars, either printed or written, or by any drawing, map, print, tag, or by any other means whatsoever, an advertisement of any kind or description, offering for sale or commending to the public any preparatory or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, Bright's disease, or any other disease for which the North Carolina Medical Association or the American Medical Association declare that no cure has been discovered, or any mechanical device whose claims for the cure or treatment or disease are false or fraudulent.

SEC. 2. That each sale, offer for sale, or publication of any advertisement for sale of any of the medicines, remedies, or devices mentioned in the foregoing section shall constitute a separate offense.

SEC. 3. That any person, firm, association, or corporation violating any of the provisions of this act shall be guilty of a misdemeanor, and upon conviction shall be fined not exceeding one hundred dollars for each offense.

SEC. 4. That all laws and clauses of laws in conflict with the provisions of this act are hereby repealed.

SEC. 5. That this act shall be in full force and effect from and after its ratification.

After the most strenuous fight we have ever had and having drawn upon every resource within the reach of the profession

we succeeded in defeating the Rankin bill and passing the following:

AN ACT TO PREVENT THE SALE, OFFERING FOR SALE, OR ADVERTISING CERTAIN PROPRIETARY OR PATENT MEDICINE.

The General Assembly of North Carolina do enact:

SECTION 1. That it shall be unlawful for any person, firm, association, or corporation in the State, or any agent thereof, to sell or offer for sale any proprietary or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, Bright's disease, or any other disease for which no cure has been found, or any mechanical device whose claims for the cure or treatment of disease are false or fraudulent; and that it shall be unlawful for any person, firm, association, or corporation in the State, or any agent thereof, to publish in any manner, or by any means, or cause to be published, circulated, or in any way placed before the public any advertisement in a newspaper or other publications, or in the form of books, pamphlets, hand-bills, circulars, either printed or written, or by any drawing, map, print, tag, or by any other means whatsoever any advertisement of any kind or description, offering for sale or commending to the public any proprietary or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, Bright's disease or any other disease for which no cure has been found, or any mechanical device for the treatment of disease, when the North Carolina Board of Health shall declare that such device is without value in the treatment of disease.

SEC. 2. That each sale, offer for sale, or publication of any advertisement for sale of any of the medicines, remedies, or devices mentioned in the foregoing section shall constitute a separate offense.

SEC. 3. That any person, firm, association, or corporation violating any of the provisions of this act shall be guilty of a misdemeanor, and upon conviction shall be fined not exceeding one hundred dollars for each offense.

SEC. 4. To provide for the efficient enforcement of this act, the same shall be under the supervision and management of the North Carolina Board of Pharmacy.

SEC. 5. That it shall be the duty of all registered pharmacists to report immediately any violations of this act to the secretary of the Board of Pharmacy, and any willful failure to make such report shall have the effect of revoking his license to practice pharmacy in this State.

SEC. 6. That the chemists and other experts of the Department of Agriculture shall, under such rules and regulations as may be prescribed by the Board of Pharmacy, and upon request of the secretary of said board, make an analytical examination of all samples of drugs,

preparations, and compounds sold or offered for sale in violation of this act.

SEC. 7. That all laws and clauses of laws in conflict with the provisions of this act are hereby repealed.

SEC. 8. That this act shall be in full force and effect from and after its ratification.

Ratified this the 12th day of February, A. D. 1917.

The following bill known as the Shirley Amendment to the Pure Food and Drugs Act was introduced by your Committee and enacted into law:

AN ACT TO AMEND CHAPTER 368 OF THE PUBLIC LAWS OF 1907, ENTITLED "AN ACT TO PREVENT THE MANUFACTURE OR SALE OF ADULTERATED, MISBRANDED, POISONOUS, OR DELETERIOUS FOODS, DRUGS, MEDICINES, OR LIQUORS."

The General Assembly of North Carolina do enact:

SECTION 1. That chapter three hundred and sixty-eight of the Public Laws of one thousand nine hundred and seven be amended as follows: By inserting in section seven, after the words "Pharmacopoeia and National Formulary Preparations" in line ten of sub-section "second" the following:

"Third. If its package or label shall bear or contain any statement, design, or device regarding the curative or therapeutic effect of such article or any of the ingredients or substances contained therein which is false or fraudulent."

SEC. 2. That this act shall be in force from and after its ratification.

Ratified this the 5th day of February, A. D. 1917.

Other bills were introduced as follows, one by Representative Matthews of Bertie County, the other by Representative Gardner of Yancey County:

AN ACT TO AMEND SECTION 4480 OF THE REVISAL OF NORTH CAROLINA, AS AMENDED BY CHAPTER 165 OF THE PUBLIC LAWS OF NORTH CAROLINA, SESSION 1915, RELATING TO PHARMACISTS.

The General Assembly of North Carolina do enact:

SECTION 1. That section four thousand four hundred and eighty of the Revisal of North Carolina, as amended by Chapter one hundred and sixty-five of the Public Laws of North Carolina, session 1915, be and is hereby amended by adding at the end of section one thereof, after the

word "required" the following: *"Provided, further,* that any applicant who has had four years of experience in pharmacy under the instruction of a practicing physician conducting his own drug store need not have served under a licensed pharmacist for such time.

SEC. 2. That this act shall be in force from and after its ratification.

A BILL ENTITLED AN ACT FOR THE RELIEF OF C. E. ROBERTSON, DRUGGIST, IN THE TOWN OF BURNSVILLE, IN THE COUNTY OF YANCEY.

The General Assembly of North Carolina do enact:

SECTION 1. That C. E. Robertson shall be exempted from the requirements of the general law of the State requiring an examination by and license from the State Board of Pharmacy, and he is hereby permitted to practice pharmacy in the town of Burnsville only.

SEC. 2. That this act shall be in force from and after its ratification.

Both having been referred to the Committee on Public Health and your Chairman having appeared before this Committee in opposition to their passage, they received an unfavorable report from the Committee and were defeated.

The only other legislation affecting the drug trade of the State was the increase tax on soda fountains and venders of carbonated drinks from $15 to $20 in towns of over 10,000 and less than 15,000 inhabitants, and from $15 to $25 in those of over 15,000.

This Committee and the members of this Association appreciate all assistance received, from any and every source, in defeating such legislation as would have been detrimental to the pharmaceutical profession of this State and in securing such as would be to their interest.

We cannot emphasize too strongly the importance of every druggist in the State joining the Association, thereby giving a greater and more powerful weapon for fighting objectionable legislation.

It is very important that any druggist in the State who knows or hears of any patent medicine that is advertised for the cure of cancer, consumption, diabetes, paralysis, Bright's disease, or any other disease for which no cure has been found, or any mechanical device whose claims for the cure or treatment of disease are false or fraudulent shall report the same to the Sec-

retary of the Board of Pharmacy, so that the matter may be investigated and if necessary, prosecutions may be started in the courts, thereby proving to the Board of Health, physicians of the State and the public our good faith in seeing that the provisions of this Act are thoroughly enforced.

Respectfully Submitted,

F. W. Hancock,

Chairman Legislative Committee.

A motion by Mr. H. T. Hicks that the report be received and printed in the proceedings was unanimously adopted.

Mr. Hancock added two or three supplementary statements concerning legislation work. He said that Dr. Rankin, one of the framers and engineers of the "open formula" bill, told him that the recent fight was merely the beginning and that it was his intention and the intention of most other North Carolina physicians to carry the matter through to a successful finish, believing it to be in the best interests of the public that the formula of all proprietary remedies sold in this State be printed on the label. Mr. Hancock asked the earnest assistance of all members in carrying out the provisions of the Shirley Amendment of the Food and Drugs Act, mentioning that if the Board of Pharmacy was not wholly successful in this work that it would add a strong lever to the Board of Health in gaining possession of the control of the sale of medicines in North Carolina. Mr. Hancock stated also that the expenses of the Legislative Committee, which had not yet been presented for payment amounted to $106.53.

Chairman Matton: We will now have the report of the Committee on the President's Address.

This report, made by Mr. Frank S. Smith follows:

REPORT ON PRESIDENT'S ADDRESS

Your Committee on President's Address begs leave to report as follows:

1. Stephens Bill. We concur in the sentiments expressed; commend this Bill to the Association; and advise its thorough study and support by our members.

2. Secretary-Treasurer. We agree with the President that these two offices should be merged in expectation that this would tend to greater efficiency in both.

3. Campaign for New Members. We do not agree that the Committee on Membership should be located in the same town and offer as a substitute plan that in each county, especially those without representation, one active man should be selected to look after memberships in that county, the report of this canvass to be made at the next annual meeting.

4. Reduction of Admission Fee. We do not favor the reduction of the admission fee as proposed.

5. Travelers' Auxiliary. We concur in the sentiments expressed by our President in regard to this valuable branch of our Association and heartily appreciate the assistance being rendered at our meetings by these loyal friends.

6. Ladies' Auxiliary. We believe this would be a wise move and we hope such an auxiliary will soon be formed.

Respectfully submitted,

E. V. ZOELLER, *Chairman*
E. L. TARKENTON,
FRANK S. SMITH.

It was decided to accept the report of the committee in the usual manner.

Mention of legislative matters in the report, however, brought about a protracted discussion. It hardly seems feasible to publish this discussion in the proceedings. Nearly everyone agreed that it would be unwise to lower the initiation fee, or to raise it, but allow it to remain as it is. The important matter was to get more members. Messrs. H. T. Hicks, of Raleigh; E. V. Howell, of Chapel Hill; C. A. Raysor, of Asheville; F. W. Hancock, of Raleigh; Senator K. E. Bennett, of Bryson City; J. P. Stowe, of Charlotte; P. W. Vaughan, of Durham; J. E. Shell, of Lenoir, and others were prominent among those discussing legislative matters. If it were possible to sum up the whole discussion in one sentence, that sentence would read that it was the determined purpose of the Association and its every member to fight the "open formula" bill every time it comes up, unless it is materially modified, since it is a revenue bill almost wholly; does not promise any great relief to the publlic; its enforcement would be in the

wrong hands, and its passage would work unfair hardships on druggists.

An announcement made by the former Secretary of the Association, Mr. P. W. Vaughan, a one-time retail druggist, but now a road salesman for the American Druggists' Syndicate, was greeted with much applause. Mr. Vaughan stated that the members of the Traveling Men's Auxiliary, of which he was one, had agreed to bring in one hundred new members for the Association during the coming year. He predicted that they would be successful, too; nor does any one who has watched the progress made by the Auxiliary, seen the intense enthusiasm displayed by the members, the get-together-spirit manifested by them at every meeting for several years, doubt even slightly that they will succeed. Mr. Vaughan asked in return that the druggists reciprocate this co-operation by encouraging those salesmen not already members of the Auxiliary to join. During the course of his remarks Mr. Vaughan strongly advocated the plan of druggists getting into local politics; seeking not only local offices, if such be attractive, but seats in the General Assembly.

After this discussion was over a motion was adopted that the Association proceed with the election of officers.

(At this point Second Vice-president S. E. Welfare assumed the Chair.)

Chairman Welfare: The first election in order is that of president.

Mr. F. W. Hancock nominated Mr. George A. Matton, of High Point; the nomination was seconded by Mr. C. B. Miller, and the Secretary was instructed to cast the ballot of the Association for Mr. Matton's election.

(Mr. Matton then assumed the Chair).

President Matton: Nominations are now in order for First Vice-president.

Mr. S. E. Welfare, of Winston-Salem, was nominated and the Secretary instructed to cast the ballot of the Association for his election.

Mr. G. R. Pilkington, of Pittsboro, was duly elected as Second Vice-president.

Mr. Frank S. Smith, of Asheville, and Mr. E. E. Missildine, of Tryon, were nominated for the office of Third Vice-president. Mr. Smith, however, refused to allow his candidacy, and Mr. Missildine was unanimously elected in due course.

Mr. J. G. Beard, of Chapel Hill, was re-elected Secretary.

When nominations for Treasurer were opened a lengthy discussion developed as to the possibility of combining the two offices of Secretary and Treasurer. It seemed the concensus of opinion that such a step would be a wise one, but it was shown that to effect this change it would be necessary to change the constitution. Since the latter step cannot be taken until a motion to this end has laid on the table for one year, it was decided to make such a motion and postpone the combination of the two offices until one year hence. Accordingly Mr. F. W. Hancock offered the following: "Resolved that the Constitution of the North Carolina Pharmaceutical Association be amended in order that the offices of secretary and treasurer may be combined in one office designated secretary-treasurer. F. W. Hancock."

Professor E. V. Howell, of Chapel Hill, was elected Treasurer with the understanding that Secretary J. G. Beard should perform the work of the office and receive regular pay therefor.

President MATTON: The next nomination in order is that of Member of the Board of Pharmacy to succeed Mr. I. W. Rose, whose term of office expires April 28, 1918.

Mr. Raysor nominated Mr. Frank S. Smith, of Asheville; Mr. P. W. Vaughan seconding the nomination.

Mr. Tarkenton nominated Mr. Rose to succeed himself; Mr. C. P. Greyer seconding the nomination.

These two nominations precipitated quite a bit of good natured discussion, with Mr. Rose constantly endeavoring to have his nominator withdraw his name. Mr. Tarkenton refused, however, and the question was put to the house for a vote. In this election Mr. Smith was successful; his name

FRANK S. SMITH, ASHEVILLE

Elected a Member of the North Carolina Board of Pharmacy

will therefore be sent to the Governor for appointment—his term of office to begin April 28, 1918.

The following members were elected to the Executive Committee: Messrs. P. A. Lee, Dunn, *Chairman;* S. O. Blair, Monroe; S. M. Purcell, Salisbury; W. A. Crabtree, Sanford; W. H. Justus, Hendersonville; J. G. Beard, *ex-officio,* Chapel Hill.

In line with the recommendation in the Secretary's report, Mr. S. E. Welfare made a motion that the position of Historian be created. He also made a motion that Professor E. V. Howell, of Chapel Hill, be appointed to this position. Both motions were adopted.

Mr. J. E. Shell made a motion that a rising vote of thanks be extended to Mr. Rose for his splendid service as a member of the Board of Pharmacy. This vote was enthusiastically given.

The Committee on Time and Place of Next Meeting was called upon for its report.

Mr. C. A. Walker: Your Committee begs to report in favor of Raleigh some time during the month of June, 1918. Respectfully submitted. (Applause).

Mr. H. T. Hicks was unanimously elected local Secretary.

The time of the next meeting was left for decision to the local Secretary and the President.

Despite the fact that invitations were extended to meet in Winston-Salem; also in Wrightsville, the Association adopted the report of the above committee.

Secretary Beard read the following communications:

Minneapolis, Minn., June 16, 1917.

The North Carolina State Pharmaceutical Association, Attention Mr. J. G. Beard, Secretary, Chapel Hill, N. C.

My Dear Fraters: You and the American Pharmaceutical Association are engaged in practically the same endeavor and purpose: The elevation and betterment of pharmacy. The American Pharmaceutical Association sends you its heartiest greetings on the occasion of your Asheville meeting and hopes the meeting will accomplish all that its members desire and expect of it. My own personal greetings and well wishes are hereby offered you.

With so many strong, ethical, professional and business pharmacists as North Carolina can boast, suggestions from pharmacists outside of North Carolina as to what your association should do and accomplish would be entirely superfluous and uncalled for. My purpose in writing you therefore is not to offer you any suggestions, but rather to felicitate with you upon the good fortune we all enjoy in the opportunities and privileges afforded by the practice of our calling. The calling of pharmacy is a trust upon which every pharmacist administers according to his conscience, duty and ability. With the full exercise of these on part of every pharmacist our beloved calling will and must soon occupy a higher place in the respect and esteem of the public. As you know, the American Pharmaceutical Association with other national bodies is now engaged in a propaganda movement looking to the more adequate, but none the less deserved, recognition and representation of pharmacy by the Federal Government. Pharmacists are not withholding their services nor patriotism because of this lack of recognition. Even the fact that veterinarians are generously recognized while pharmacists are practically entirely ignored will in no wise dampen nor lessen the patriotism of American pharmacists. While the initiative has been taken by a few individuals, the justness and timeliness of the movement has been quickly recognized by practically all the pharmaceutical associations. That the State associations have as yet not made themselves felt as associations in the movement is due no doubt to the fact that their respective annual meetings are so near at hand and that no doubt it is the intention of the officers to recommend strong support and action in the matter.

Again wishing you a successful meeting in all and every respect relating to the uplift of pharmacy, I am,

Fraternally yours,
FREDERICK J. WULLING,
President.

Letters signed by Mr. William Niestlie, of Wilmington, and addressed to Messrs. Tarkenton, Raysor, and Birdsong, were read by the Secretary. Mr. Niestlie extended his greetings to the Association and his regrets at being unable to attend.

Mr. J. F. Cole, of Carthage, directed an open letter to the Association reading as follows:

Carthage, N. C., June 18, 1918.

To the Officers and Members of the North Carolina Pharmaceutical Association, Asheville, N. C.

DEAR BROTHERS OF THE CRAFT: I was very anxious to attend this meeting and have another opportunity of shaking hands with my brother druggists, and taking counsel with them once more. The friend-

ships I have formed by attending our annual meetings have made a very deep and lasting impression upon me, and I never before have felt the keen regret on account of my not being able to attend our meetings that I feel this morning as I write this note.

I feel, too, the importance of this meeting as a business proposition. Our experience before the last legislature should be a lesson to us. Other interests were trying to ignore us, and put one over on us. Of course we averted it, but it took work and expense to do it.

The State Pharmaceutical Association is a necessity; but, may it not be possible that manufacturers, wholesale dealers and retailers have too many different organizations? May it not be possible that fewer and stronger organizations might be able to exert a stronger influence on legislative bodies when hurtful bills are presented, or when we wish constructive legislation?

I don't know that we can make the number of organizations any smaller; but it might be, if we could do so, and concentrate our influence more in these organizations it might be more effective when necessary.

I am sure Brother Raysor and other druggists of Asheville will give you all a good time. I wish it were possible for me to be with you. I wish Brother Beard, when he reads this note, to present my best wishes to all the members of the meeting and the hope that we may have a good profitable meeting somewhere next year.

J. F. COLE.

The following telegrams were received; addressed either to the Association, or to some officer thereof:

North Platte, Nebr., June 20, 1917.

Your greetings received and fully appreciated. Accept our very best wishes for the sentiments expressed, which have our hearty endorsement. We will do our utmost to secure the recognition to which Pharmacy is entitled in the Army and Navy

NEBRASKA STATE PHAR. ASSN.

Pittsburg, Pa., June 19, 1917.

Pennsylvania Pharmaceutical Association in convention assembled sends you fraternal greetings and best wishes for a successful meeting. Lend your aid in securing recognition for Pharmacy in the Army.

ROBT. P. FISCHELIS, Sec.

Grand Rapids, Mich., June 20, 1917.

The Michigan State Pharmaceutical Association assembled sends greetings and best wishes for a successful convention. Help to secure recognition for Pharmacists in the Army.

MICHIGAN STATE PHAR. ASSN.
F. J. WHEATON, Sec.

Lake Wawasee, Ind., June 20, 1917.

Greetings and best wishes for a successful meeting from Indiana Pharmaceutical Association assembled, Lake Wawasee, Ind., June 19-21. WM. F. WERNER, Sec.

Tuscaloosa, Ala., June 20, 1917.

Alabama Pharmaceutical Association in thirty-sixth annual convention reciprocates your fraternal greeting. May your convention be the best ever. W. E. BINGHAM, Sec.

Louisville, Ky., June 20, 1917.

Kentucky Pharmaceutical Association in convention sends hearty reciprocal greetings and good wishes. J. W. GAYLE, Sec.

Richfield Springs, N. Y., June 19, 1917.

Thank you for greetings which are heartily reciprocated by New York State Pharmaceutical Association at thirty-ninth annual meeting. May your good work go on. E. S. DAWSON, Sec.

Springfield, Ill., June 19, 1917.

Illinois Pharmaceutical Association in convention assembled reciprocates fraternal greetings and good wishes.

W. B. DAY, Sec.

New York, N. Y., June 18, 1917.

The American Fair Trade League sends cordial greetings and warmly appreciates co-operation of North Carolina Association in promoting cause of honest advertising and honest merchandising as represented in Stephens Standard Price Bill. Victory is in sight but can only be won by continuance of earnest individual work.

EDMOND A. WHITTIER,
Sec.-Treas. American Fair Trade League.

Richmond, Va., June 19, 1917.

It is with much pleasure that we gain extend to you our best wishes for a successful and pleasant meeting.

CLIFF-WEIL CIGAR CO.

Richmond, Va., June 19, 1917.

Our sincere best wishes to convention. Health happiness and prosperity to all. STRAUS CIGAR CO.

New York, June 19, 1917.

Greetings to you and members North Carolina Pharmaceutical Association and Traveling Men's Auxiliary. Kindly express my regrets in not being able to be with you.

R. EARL WHITAKER.

St. Louis, Mo., June 19, 1917.

Have waited to reply to your telegram hoping I would be able to wire I could be present. But matters of very great importance, which cannot be delayed will prevent my being at the banquet. This is a great disappointment to me as it would have given me great pleasure to meet the retail druggists of North Carolina.

E. W. GROVE.

Secretary BEARD: So far as I can ascertain every pharmaceutical association in the country is going to take up this year the matter of securing just recognition for pharmacists in the Army and Navy. Many of them are going to advocate the formation of a commissioned pharmaceutical corps. As matters now stand a druggist who enlists as a druggist cannot get as much pay as a cook, nor any more rank; perhaps not as good standing, since cooks are popular in a camp. The Government pays its cooks somewhere between forty and fifty dollars; its pharmacists around thirty. A veterinary surgeon is given a first lieutenantcy on enlisting. A dentist can go up to the rank of captain, enlisting as a first lieutenant. A physician can go to surgeon-general; even to an admiralcy; witness, Rear-Admiral Grayson. A pharmacist enlists as a private and serves as an orderly in a most menial position. But, and here is a further sting—a private in the line can be promoted for gallant or faithful service to any rank; a pharmacist serving as a private has to go through a regular, slow routine of service which at the best can only net him a non-commissioned officer's place, regardless of gallantry or faithfulness. * * * * * * Our national associations are working hard to improve this condition; as I just mentioned, the State associations will do likewise this year. I therefore, make a motion that this Association go on record as requesting the Congress and the War and Navy Departments to commission a Pharmaceutical Corps such as Germany, France, Japan, England and other countries have; and further that our members do everything in their power to bring such pressure to bear on the proper authorities as to secure for our druggists who will soon go out to "do their bit" a dignified opportunity for service.

Mr. J. A. GOODE: In that connection, I would like to read a little clipping I have cut from the *Washington Post,* which is an interview given out, I believe, by Secretary Baker. "The Medical Department is charged with the care of the sick and injured. It is a special corps and its members are usually trained in their work. However, any intelligent man who has a knowledge of nursing, cooking, clerical work, care of animals, pharmacy, etc., is especially desired and may enter without experience, provided he is of good moral character."

Mr. S. E. WELFARE: I second Mr. Beard's motion.

This motion was unanimously carried.

A joint resolution of thanks was tendered by Messrs. Welfare, Raysor, and Beard to the following for the many courtesies and royal hospitality furnished the Association while in convention at Asheville, the Traveling Mens' Auxiliary; the local druggists, the local Secretary, the citizens of Asheville, the Battery Park Hotel management, the Grove Park Inn, its owner and manager, Colonel Cohen and the Mount Mitchell Railroad, the State and local press, and the several artists who furnished gratis the musical entertainment on Wednesday evening. This resolution was passed by an enthusiastic rising vote.

At this point Mr. C. B. Miller presented as a prize to Mr. Frank S. Smith for having read the best paper at the meeting a new National Standard Dispensatory. He presented to Mr. J. A. Goode a second prize of a United States Pharmacopoeia for the second best paper presented. Secretary Beard was given a silk umbrella in a telescopic cane as a present from the Association.

Announcements were made at this time by Mr. Raysor concerning the entertainment at Grove Park Inn, and by Mr. O'Bannon relating to the trip to Mount Mitchell.

Adjournment was taken at 1:10 P. M. to meet again promptly at 2:30 P. M.

SIXTH SESSION.

Thursday Afternoon.

The Sixth Session of the Association was called to order by President Matton at 2:45 P. M., Thursday June 21, 1917.

Mr. I. W. Rose, of Rocky Mount, fearing that sufficient steps had not been taken looking toward improvement in the status of pharmacists in the Army and Navy, made a motion that a committee be appointed to draft suitable resolutions to be presented to all the members of Congress from North Carolina, and to any one else whose influence would count, testifying that it was the wish of the North Carolina Pharmaceutical Association that a commissioned corps for pharmacists be created. This motion was duly adopted. President Matton appointed as the committee members, Messrs. Zoeller, Raysor and Howell. The resolution was to be drafted as early as possible after adjournment and submitted to the Secretary who was to forward it to proper authorities.

Mr. Zoeller was also appointed or delegated to carefully go over the constitution and by-laws; note all the changes that had been made in recent years, and submit them as they should now read to the Secretary.

The Auditing Committee on the accounts of the retiring Treasurer, Mr. Burwell, reported as follows:

> We, the undersigned committee, appointed to audit the accounts of the Treasurer, Mr. Burwell, find them correct, but reccommend that the Secretary write for certain information in order that the records may be made complete.
>
> P. A. Lee, *Chairman*,
> C. B. Miller,
> P. W. Vaughan.

Mr. Raysor made a motion that was adopted authorizing the Secretary to sell the typewriter now in the possession of the Association at as high a figure as possible.

A motion was made by Mr. W. W. Horne; seconded by Mr. Raysor and passed that Mr. Beard be instructed to collect the

Beal Fund from the present holder and invest the sum in Liberty Bonds.

The Auditing Committee on the accounts of the Secretary-Treasurer of the North Carolina Board of Pharmacy reported as follows:

> The Committee announces that the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy is correct and satisfactory in every respect.
>
> J. P. STOWE, *Chairman*,
> K. E. BENNETT,
> G. R. PILKINGTON.

At the suggestion of Mr. S. E. Welfare, of Winston-Salem, a contribution was taken for the Asheville Chapter of the American Red Cross with the result that altogether fifty-two dollars was donated.

At this point a protracted discussion was initiated by Mr. Hancock, again along legislative lines. The discussion developed the following plan; to be brief and not report it all.

It was decided to have Mr. Hancock select one active druggist in each county of the State (preferably an Association member) with a dual purpose to perform. First, to serve as a member of the general legislative committee of the Association under the direction of the centralized legislative committee which is composed of the members of the Board of Pharmacy. This county chairman, so called, was to secure the assistance of all the druggists in his county when it becomes necessary to oppose or to fight for legislation affecting the interest of pharmacy. Second, to act as county chairman of the membership committee of the Association. The Secretary is to be furnished with this list for publication in the proceedings (see page 6 for county chairmen), and write each of these men a personal letter advising them of their appointment and requesting their co-operation.

It was also suggested by Mr. Trollinger, of the Auxiliary, that a list of the counties in North Carolina that have no representation in the Association be furnished the members of the

Traveling Mens' Auxiliary in order that some missionary work might be done by them.

Professor Howell announced the competition for the Eli Lilly prize.

President Matton: The business of the thirty-eighth annual meeting of this Association having been completed, motion to adjourn is in order.

Adjournment *sine die* was taken at 4:17 P. M.

ENTERTAINMENT FEATURES.

It is perhaps not too much to say that the Asheville meeting of the Association was more enjoyable from every standpoint than any previous meeting had ever been. This is accounted for in many ways: the character and number of delegates; genial hospitality of the citizens and hotels of the city; splendid weather throughout the meetings, and the feeling upon the part of every one that real, constructive work was being accomplished. A major portion of the credit, however, must be given to the entertainment features planned and carried out for the pleasure of the women and men attending the convention. A brief synopsis of these features, considered in the order in which they came, is hardly out of place here.

The Get-Acquainted-Hour in the parlor of the Battery Park Hotel, the headquarters of the delegates, was appropriate since it gave every one an opportunity to meet every one else. Splendid music was furnished and an atmosphere of hearty good fellowship pervaded the crowd. This took place at eight o'clock, Tuesday evening.

At nine o'clock of the same evening a theatre party was given the delegates by the local druggists. Although not every one attended this party, the majority did with the result that the evening was most pleasantly finished.

At four o'clock Wednesday afternoon, immediately after the second session, the delegates were escorted to the front of the hotel where fifty automobiles, kindly and gratuitously furnished by local citizens, were in waiting to carry the crowd all over Asheville and the surrounding country. A special machine was employed to keep every automobile in line and order. Buncombe County's excellent concrete and bitulithic roads furnished a delightful track for the machines. After traversing the main boulevards of the city; and later the principal thoroughfares out of Asheville, the party was carried through Biltmore, and then on Sunset Mountain where a splendid pan-

orama of the neighboring hills and the city in the distance was unfolded. Among the interesting places passed on this stage of the trip were the Grove Park Inn (where a short stop was made); the homes of Mr. Seely, manager of the Inn; former Governor Locke Craig; summer residence of William Jennings Bryan; the Asheville Country Club with its beautiful golf course, and many other places well known.

Wednesday evening at nine-thirty there was given in the ball room of the hotel a very delightful musicale. The singers and musicians furnishing this entertainment did so without cost and are due and have the cordial thanks of the Association. The personnel of this musicale consisted of the following local musicians: Miss Minnie Westall, Mr. Jack Westall, Mr. and Mrs. E. L. Wolslagel, Mrs. J. G. Stikeleather, Mrs. J. B. Holst, Mr. Frank Hill, and Miss Geyer.

At four in the afternoon of Thursday, the ladies attending the Association were given a reception in the Sun Parlor of the Battery Park Hotel. This reception soon resolved itself into a bridge party at which the following prizes were won.

First prize—Lemonade Set, donated by French Lick Springs Hotel Co., awarded to Mrs. J. B. O'Bannon, Asheville.

Second prize—Perfumizer, donated by DeVilbiss Manufacturing Co., awarded to Mrs. J. B. Bowers, Richmond, Va.

Third prize—32 ounces of Hudnut's Toilet Water, donated by Richard Hudnut; awarded to Mrs. F. J. Williams, Durham.

Consolation prize—Five pounds Nunnally's Candy, donated by the Nunnally Co., awarded to Mrs. Lloyd Jarrett, Asheville.

Following the bridge game, the ladies were taken on an automobile trip somewhat similar to the one the general convention was given.

On Thursday evening at seven the entire group of delegates were escorted to waiting cars and driven to the Grove Park Inn, America's finest tourist hotel. Here they were received

by Mr. Seely, the manager; and shortly afterwards directed to the banquet room where a five-course dinner was served. During the course of the dinner Mr. Seely made a short speech of welcome, remarking at the same time that he felt as if he were still a "pill roller," having been one for many years. He expressed regrets that Mr. Grove, the proprietor, who extended the invitation to the Association, was unable to be present, having been detained in St. Louis by business. The guests after leaving the dining room assembled in the enormous main lobby of the hotel and watched six reels of a moving picture showing all the places of interest in and around Asheville. One reel that was especially interesting displayed scenes in the Biltmore estate. All the while that pictures were being shown, the visitors were entertained by music from the huge, double pipe organ hidden somewhere in the walls of the great room. After the last reel had been run off, Mr. Seely announced that Mr. Maurice Longhurst, the English organist from Biltmore, would give his famous organ recital, "The Storm," for which he had won much praise. This reporter concedes that he is not a musical critic nor versed in the lore and mysteries of pipe organs, but as a raw outsider he felt, as did everyone else, that "The Storm" as rendered by Mr. Longhurst, was the most wonderful piece of music he had ever listened to. The organ, arranged in two sections to gain antiphonal effects, sounded as if it were being played by scores of hands instead of two, and directed by a superhuman master. After several more selections had been given, the recital ended with the Star Spangled Banner. Space doesn't permit, nor is this writer capable of describing the furnishing and arrangement of Grove Park Inn; it must be seen to be properly appreciated.

On Friday morning, beginning at eight-fifteen, the Association delegates were the guests of the Traveling Mens' Auxiliary on a trip to the summit of Mount Mitchell, the sixty-seven hundred and eleven foot peak that may be considered the top of eastern America, since it is the highest point east of the Rockies; appreciably higher than Mount Washington in New

England. The guests were carried to Mount Mitchell station on the Southern Railway, where they disembarked and "got aboard" a special train in waiting on the Mount Mitchell Railroad. Immediately upon leaving the depot, the long climb began; a climb that at times appeared almost perpendicular. The queer little engine was sometimes on the front end of the train; sometimes on the rear—shifting positions to the nature of the pull. At one point of the journey it appeared certain that the engine was going to take its stand on top of the coaches, so sheer was the ascent. Three hours' time was required to make the trip from the foot, or beginning to within one mile of the top of Mitchell at Camp Alice where the railroad stops. These three hours furnished thrills and spectacles seldom witnessed on a train. The views at points seemed endless; the eye unable to reach the distances. Giant rhododendron, the royal bloom of the heights, was freely interspersed with mountain laurel and azalea. Forests of hardwoods gave place to dense balsams and spruces. Each succeeding eminence presented a panorama of superb, majestic beauty and grandeur. The train taking switchback after switchback finally reached its destination, and the crowd began the long foot-back trip up the twisting trail to the top. One needs a vocabulary not possessed by this reporter to describe the view unfolded from the observatory perched high in the air near the grave of the discoverer of Mount Mitchell. Lacking such a possession, no attempt will be made at description. After two hours spent at the top, the party returned to Camp Alice; had dinner, and then took the train back to Mount Mitchell station, where good byes were said all around—one section going East, the other West. The traveling men made royal hosts. They can never be properly thanked.

Those delegates returning to Asheville Friday night were given a delightful dance in the ball room of the Battery Park Hotel. This feature spelled the close of the thirty-eighth and best meeting the North Carolina Pharmaceutical Association has ever enjoyed.

The following prizes were distributed at the meeting.

Recognition of Crude Drugs—An E. B. Read & Son filing cabinet awarded to G. R. Pilkington, of Pittsboro.

Eli Lilly & Co., prize—$15 worth of pharmaceuticals to member making most words from name "Eli Lilly and Co.," won by C. A. Walker, Asheville.

S. S. S. prize—A silk umbrella cane, presented by the Association to J. G. Beard, Chapel Hill.

Kolynos prize—One gross of Kolynos tooth paste, presented to J. A. Goode, Asheville, for bringing in most new members. This paste was sold and the proceeds donated by Mr. Goode to the Red Cross.

Pompeian Shampoo Cream prize. Offered to the baldest man, but competition was so severe, the cream had to be distributed.

Colgate & Co., prize—To heaviest traveling salesman. Won by Lambert Kuhn when he tipped the scales at 195.

Wm. S. Merrell prize—To highest traveling man. Name of winner not furnished to Secretary. Believed to be Mr. Grubber.

Gillette Safety Razor Co., prize—Offered to member guessing most puns prepared on blackboard. Won by J. G. Beard.

Other prizes were announced in the body of the proceedings.

THE BURKE DRUG COMPANY
MORGANTON, N. C.
Extends its greetings to readers of the Proceedings

WILSON & LEE DRUGGISTS AND PHARMACISTS
DUNN, NORTH CAROLINA

ROLL OF MEMBERS

ACTIVE

An asterisk (*) before a member's name indicates attendance at the Asheville meeting.

Names of Life Members are printed in bold face type.

Names of Charter Members are printed in italics.

The date following a member's name indicates year of affiliation.

A

Abernethy, J. G.	1917	Lenoir
*Adams, Edward C.	1910	Gastonia
Adams, Ray M.	1917	LaGrange
Aiken, Leonard Walter	1917	Asheville
Allen, H. H.	1917	Cherryville
Anderson, Joe M.	1913	Newbern
Andrews, Charles M., Ph. G.	1908	Hillsboro
Andrews, Fonnie J., Ph. G. P. D.	1917	Durham
Andrews, R. Homer, Ph. G., P. D.	1915	Burlington
Ashford, Alfred J.	1905	Kinston
Atwater, Garland M.	1912	Elizabeth City

B

*Bailey, Lee A.	1915	Charlotte
*Baldwin, Penrose	1904	Asheville
Ballew, J. G.	1917	Lenoir
Barnes, Ben. Shaw	1905	Maxton
Barnes, E. W.	1912	Kings Mountain
Barnes, Hugh A.	1913	Hendersonville
Baucom, Alfred Vernon	1906	Apex
Barker, Ernest Jerome	1916	Rowland
Barnhill, Miss Mabel	1908	Bethel
Beach, Newton Lewis	1917	Winston-Salem
*Beard, John Grover, Ph. G.	1908	Chapel Hill
Beddingfield, Edgar T.	1917	Raleigh
Bell, Frank Roland	1913	Elizabeth City
Bellamy, Robert R.	1893	Wilmington

Bennett, A. M.	1912	Bryson City
*Bennett, Kelly E., Ph. G.	1912	Bryson City
Bernard, Germain	1904	Durham
*Betts, James Russell, Jr.	1916	McAdenville
*Birdsong, Ed. G.	1897	Raleigh
Birmingham, John S.	1913	Hamlet
*Blair, S. O.	1916	Monroe
Blake, James Heath	1910	Saluda
*Blauvelt, William H.	1914	Asheville
Bobbitt, Louis Myron, Ph. G.	1917	Winston-Salem
Bolton, J. C.	1904	Rich Square
Boon, W. J.	1904	Raleigh
Boone, D. Leonard	1905	Durham
Boone, John T.	1915	East Durham
Boyce, James B. Jr.	1916	Norlina
Bradham, Caleb Davis (1906)	1895	Newbern
*Bradley, Augustus	1891	Burlington
Bradley, Jesse P.	1910	Greensboro
Brame, Robert Marvin	1901	North Wilkesboro
Brame, W. A.	1913	Rocky Mount
Brantley, John Clayton	1917	Raleigh
Brantley, Paul C.	1916	Wendell
Brewer, Stroud Otis	1915	Roxboro
Briles, David Thomas	1916	Fayetteville
Brooks, Jonathan F.	1917	Hendersonville
*Brown, Henry C.	1915	Goldsboro
Brown, James Dulan	1916	Warsaw
*Brown, Joseph Key	1913	Greenville
Buhmann, Walter L.	1917	Winston-Salem
Burwell, G. Ernest	1890	Charlotte
Burwell, William R.	1898	Charlotte
*Byrd, Clement	1905	Biltmore
Byrd, George, Ph. G.	1915	Fayetteville

C

Cannady, Ralph C.	1913	Smithfield
*Carmichael, W. C.	1880	Asheville
Carter, Jesse	1882	Aberdeen

Carter, Jesse, Jr.	1911	Aberdeen
Carter, Samuel	1915	Salisbury
Cassell, A. Sam	1917	North Wilkesboro
Chalk, Skinner Ambrose	1913	Morehead City
Champion, Roy C.	1909	Raleigh
Clark, Claude Baxter	1915	West Durham
*Cline, James Oran	1917	Asheville
Cole, J. Fulton	1910	Carthage
Coleman, Henry Grady, Ph. G.	1915	Durham
*Cook, R. E. L.	1904	Tarboro
*Cooke, Henry Madry	1906	Spencer
Copeland, Robert Royal	1917	Tarboro
Coppedge, James William	1915	Greensboro
Coppedge, John Benjamin	1913	Raleigh
Coppedge, O. G.	1913	Raleigh
*Costner, B. P.	1910	Lincolnton
Council, Commodore Thomas	1915	Durham
Cox, Charles Lea, Ph. G.	1913	Clinton
*Cox, Myrtle Hall	1917	Asheville
Crabtree, Esker P.	1917	Henderson
Crabtree, Gilbert	1915	Raeigh
*Crabtree, W. A.	1915	Sanford
Creech, Durward Heber	1908	Smithfield
Croom, J. LeRoy	1915	Wilmington
Culpepper, Frank Douglas	1913	Henderson
Cutchins, J. M. Jr., Ph. G.	1908	Whitakers

D

Daniel, Elbert C.	1916	Zebulon
Davenport, Lee, Ph. G.	1913	Washington
Davis, Edwin Bonner	1916	Morganton
*Davis, John E.	1917	Wake Forest
*Dinwiddie, Paul Holmes	1917	Asheville
Dorsey, Melville	1880	Henderson
Dunn, R. A.	1904	Charlotte

E

Edgerton, Elmer Otis	1908	Raleigh
Elkins, VanWyke B.	1915	Tabor

Elliott, Augustus Green	1915	Fuquay Springs
Elvington, D. A.	1912	Wilmington
Etheridge, Samuel B.	1917	Washington
*Etheridge, Sidney Gladstone	1913	Elizabeth City
*Eubanks, Clyde L.	1915	Chapel Hill
*Eubanks, James Norwood	1917	Carthage

F

Faucette, Henry Frank	1917	Raleigh
Faucette, William Patterson	1915	Raleigh
Fentress, H. L.	1883	Wilmington
Field, Gordon Stanley	1908	Coats
Fields, James Thaddeus, Jr.	1917	Laurinburg
Finger, Frederick E.	1910	Kings Mountain
Fishel, Arthur Levi, Ph. G., P. D.	1915	Winston-Salem
Fitchett, Carl E.	1916	Duke
Fleming, Cary Hunter	1913	Wilmington
Fordham, C. C.	1897	Greensboro
Foster, Caney	1913	Enfield
*Foster, J. C. Coke	1915	Tryon
*Fox, Charles M.	1909	Asheboro
Franklin, Oren Edgar	1914	Tabor
Fulghum, Raiford Thomas	1913	Kenly
*Furman, Ricky Lawrence	1915	Asheville
Futrelle, William Leon	1916	Wilmington

G

Gaddy, Henry Moody	1917	Raleigh
Gardner, Howard	1895	Greensboro
Gardner, T. L.	1908	Reidsville
Gibbs, Thomas Ricaud	1908	Belhaven
Gilbert, Loamie	1915	Benson
*Goode, John Alonzo	1911	Asheville
*Goodman, George C.	1881	Mooresville
*Goodman, Joseph F.	1917	Concord
Goodrum, C. S.	1916	Davidson
*Graham, John Calhoun	1917	Red Springs
Grantham, George K.	1895	Dunn

Grantham, Hiram	1904	Red Springs
Grantham, Lewis Irvin	1916	Lumberton
Gray, Polk C.	1904	Statesville
Green, Charles F.	1915	Wilmington
***Greyer, Charles Peyton, P. D.**	1909	Morganton
*Griffith, Wiltshire, Ph. G.	1914	Hendersonville
Gurley, Doyle M.	1911	Sanford
Gurley, William Burden	1917	Windsor

H

Hall, W. F.	1893	Statesville
Hamlet, Peyton Richard	1913	Raleigh
**Hancock, Franklin Wills*	1880	Oxford
Hand, W. Lee	1916	Charlotte
Hardee, Aldridge Kirk	1915	Graham
Hardin, Edward M.	1916	Wilmington
Hardin, John H.	1880	Wilmington
Harper, C. P.	1904	Selma
Hart, John Albert	1906	High Point
Harrison, E. R. V.	1909	Greensboro
Harison, Thomas N. Jr.	1916	Littleton
*Harville, Reese Courts	1917	Thomasville
Hawley, Frederick Oscar, Jr.	1910	Charlotte
Hayes, William A.	1891	Hillsboro
Haymore, J. Baxter	1916	Elkin
Haywood, L. L.	1910	Durham
*Henderson, John L., Ph. G., P. D.	1913	Burlington
Herring, William Henry	1906	Clinton
Hesterly, Louis Enloe, Ph. G.	1914	Hendersonville
*Hicks, Henry T.	1897	Raleigh
Hill, John H.		Goldsboro
Hilton, Charles McLane	1908	Greensboro
Holland, Henry Odessa	1915	Apex
Holliday, Robert W.	1917	Clinton
Hollowell, Jabez K.	1903	Newbern
*Hood, D. H.	1908	Dunn
Hood, J. E.	1889	Kinston
Hood, Paul C.	1913	Dunn

Hood, T. R.	1880	Smithfield
Hood, William D.	1903	Kinston
*Hooper, Fred L.	1915	Sylva
Hopkins, V. O.	1912	Winston-Salem
Horne, Charles James O'Hagan	1913	Greenville
Horne, H. R.	1880	Fayetteville
*Horne, Warren W., Ph. C.	1900	Fayetteville
Horsley, Howard Tate	1917	Bessemer City
House, Joseph	1912	Scotland Neck
***Howell, Edward Vernon, Ph.G.**	1892	Chapel Hill
Howerton, John Lansdell	1908	Greensboro
Hunter, Buxton W.	1888	Newbern
*Hunter, Forest V.	1908	Hendersonville
Hutchins, James A.	1910	Winston-Salem

J

*Jacocks, Francis Gillam	1910	Elizabeth City
James, Albert Allison	1916	Winston-Salem
Jarrett, Lloyd M.	1914	Andrews
Jernigan, Rupert	1915	Greensboro
Jetton, W. A.	1912	Davidson
Jones, Alpheus	1915	Warrenton
Jones, John Barnes	1913	Fair Bluff
Joyner, Joseph Drewry	1915	Franklinton
*Justus, William Hicks	1887	Hendersonville

K

Keener, Joseph Bragg	1917	Sylva
Kelly, John Robertson	1909	Wilmington
Kendall, Henry Eli	1909	Shelby
Kerner, Lewis Clarence	1905	Henderson
King, Harris L.	1915	Durham
King, J. R.	1915	East Durham
*Kirby, Kenneth Alexander	1917	Marion
Kirksey, Lonnie Herman	1917	Winston-Salem
Knight, C. V.	1912	Aurora

L

Lafferty, Parks Moore	1908	Concord
Landquist, Thomas Eugene	1899	Winston-Salem
Lane, Walter Allen	1913	Newbern
Layden, Hugh W	1915	Danville, Va.
Lea, Lumartin John	1880	Burlington
Leavister, Thomas Otho	1917	Raleigh
Lee, Parmillus Arten	1906	Dunn
Leggett, Percy O	1913	Southport
Leggett, W. A	1897	Edenton
*Lewis, Horace Reginald	1917	Mount Holly
Lewis, Robert B	1916	Kinston
Liles, Wayland Andrew	1917	Wendell
*Loftin, James Urus	1913	Troy
Lord, Charles A	1916	Wilmington
Lunn, Frank Haliburton	1917	Winston-Salem
*Lutz, Horace Cleveland	1909	Hickory
Lynch, Norman Walker	1910	Charlotte
Lyon, F. F	1916	Oxford
Lyon, Osborne Henry	1913	Columbia
Lytch, James Edison, Ph. G	1916	Rowland

Mc

McArthur, Robert Milton	1917	Winston-Salem
McDonald, John Steadman	1908	Lumberton
McDuffie, Roger Atkinson, Ph. G.	1915	Greensboro
*McKay, Daniel McNeill	1917	Asheville
McKeel, Charles Baynor	1916	Columbia
McKesson, Louis Walton	1902	Statesville
McKethan, Hector McA	1916	Fayetteville
McKinney, William M	1915	Ayden
McManus, M. T. Yates	1916	Wilmington
McMillan, John D	1916	Lumberton
McMillan, Dr. J. L. (1880)	1915	Red Springs
McNeill George K	1906	Rowland

M

Mabry, William A. (1899)	1915	Durham
Malone, Charles Everette	1917	Burlington
Mann, J. D.	1917	High Point
*Marley, Fred Harold	1913	Lenoir
Marsh, M. L.	1902	Concord
*Martin, W. S.	1912	Canton
*Matthews, Walter Forest	1915	Randleman
Matthews, Walter Sidney	1915	Laurinburg
***Matton, George A.**	1885	High Point
Mattox, A. McLean	1911	Greensboro
May, Thomas Hilliard	1912	Henderson
Mayberry, E. B.	1916	Maxton
Merritt, Nello Harward	1916	Carrboro
*Miller, Charles B., Ph. G.	1890	Goldsboro
Miller, Carl T.	1916	Wilmington
Miller, E. H.	1914	Mooresville
***Missildine, E. E.**	1902	Tryon
Mitchell, Crudup Pendleton	1917	Louisburg
*Mitchell, Henry Gother	1914	Starr
Moose, A. Walter	1893	Mount Pleasant
Moore, Bernice C.	1906	Wilmington
Morgan, Ralph Siler	1909	Rosman
Morrison, Matthew Stuart	1906	Wilson
Murchison, Ernest Edwin	1913	Sanford

N

Nicholson, A. T.	1915	Tarboro
Nicholson, Thomas H.	1888	Murfreesboro
Niestlie, William	1887	Wilmington
Nowell, W. R.	1913	Wendell
Nutt, J. D.	1880	Wilmington

O

O'Hanlon, Edward Wilkins	1895	Winston-Salem
Overman, Harold Speight	1908	Elizabeth City

P

Page, Benjamin Franklin	1906	Raleigh
Parker, Walter Wellington	1915	Henderson
Patterson, Alvis	1911	Wilson
Patterson, Wallace Durham	1917	Chapel Hill
Payne, Harry E.	1916	Wilmington
Peele, James F.	1917	LaGrange
Pemberton, David C.	1916	Mount Olive
Pemberton, Thomas R.	1909	Greensboro
Pickelsimer, Jesse Benjamin	1908	Asheville
Pike, E. L.	1916	Spring Hope
*Pilkington, George R.	1898	Pittsboro
Pinnix, John Marshall	1917	Kernersville
Pope, Henry Lennon, Ph. G.	1908	Lumberton
*Powell, David Earle	1914	Asheville
Powers, L. Bruce	1915	Wake Forest
Prior, Jackson L.	1880	Atlanta, Ga.
*Purcell, S. M.	1909	Salisbury

R

*Raysor, C. A.	1904	Asheville
Rea, Verne	1911	Durham
Reaves, L. E.	1915	Raeford
Reeves, Lester Abner	1912	Charlotte
Reid, W. W.	1906	Sanford
*Rhinehardt, Charles Bais	1915	Marshall
Rhodes, Cader	1917	Raleigh
*Riddle, Harry Lee	1916	Morganton
*Ridenhour, Davidson Giles	1917	Mount Gilead
Rimmer, Eugene	1913	Hillsboro
Ring, Clifton A.	1908	High Point
Ring, W. A.	1897	High Point
Robertson, Elbert G.	1911	Raleigh
Robinson, J. Linwood	1908	Lowell
Robinson, Dr. M. E.	1888	Goldsboro
Rogers, Ralph Peel	1912	Durham
Rogers, William Fletcher	1915	Durham

*Rose, Ira Winfield, Ph. G.	1906	Rocky Mount
Rose, J. L.	1917	Hendersonville
Rosenbaum, Carl	1916	Wilson
Rowland, George J.	1915	Henderson
*Rudisell, Jones Solomon	1910	Cliffside

S

Salling, A. T.	1912	Wilmington
*Sally, W. M.	1912	Statesville
Sauls, M. M.	1915	Ayden
Saunders, Andrew J.	1913	Belmont
Scott, John M.	1898	Charlotte
Seawell, Charles Carson	1912	High Point
Secrest, Andrew McDowd, Ph. G.	1907	Monroe
Sedberry, Clarence D., Ph. G.	1888	Fayetteville
Sedberry, H. S.	1892	Fayetteville
Sessoms, Murray Mansfield	1915	Durham
Shaw, Rufus Sugg	1917	Halifax
*Shell, Junius E.	1898	Lenoir
Shelton, C. F.	1916	Chadbourn
Sheppard, John W., Ph. G.	1896	Charlotte
*Simpson, Thomas S.	1916	Winston-Salem
Smith, Casper	1914	Monroe
*Smith, Frank S.	1907	Asheville
*Smith, Frank T.	1888	Franklin
Smith, J. A.	1916	Wilmington
Smith, Thomas L.	1917	Plymouth
Smith, William Oscar	1915	Greensboro
Snuggs, W. H.	1911	Albemarle
Spencer, John Albert	1915	Durham
Spencer, Robert B.	1916	Rocky Mount
Stainback, Theodore Edgar	1915	Kinston
Stallings, W. Herbert	1916	Clayton
*Stanback, Thomas Melville	1917	Spencer
Stancill, John Harvey	1912	Selma
Stewart, J. Marcus	1916	Fayetteville
Stimson, J. H.	1912	Statesville

Stowe, Charles Dennis	1917	Sylva
Stowe, Harry R.	1912	Charlotte
*Stowe, James P.	1906	Charlotte
Stowe, Lester H.	1910	Charlotte
Strayhorn, William Fletcher	1913	Durham
*Suggs, Robert Bailey,	1906	Belmont
Summey, K. M.	1912	Dallas
*Sutton, James Linwood	1915	Edenton
Swaringen, DeWitt C.	1909	China Grove

T

Tally, Hugh A.	1906	Jonesboro
*Tarkenton, Edward Lawrence	1903	Wilson
Tart, D. W.	1916	Roseboro
Tate, William Edwin	1915	Asheville
*Taylor, John L.	1914	Oxford
*Teague, M. Fitz	1917	Asheville
Temple, Jasper Owen	1915	Kinston
Thomas, Charles Robert (1901)	1911	Thomasville
Thomas, Eugene Ernest	1915	Roxboro
Thomas, E. R.	1907	Duke
Tillett, Ernest Noell	1914	Timberlake
Tolar, John Hughes, Jr.	1916	Durham
Townsend, J. H.	1915	Red Springs
Trent, John Andrew	1913	Greensboro
Trotter, J. Robert	1917	Salisbury
Tugwell, James B.	1916	Lillington
Turlington, Randall A.	1905	Wilson
Turner, Thomas A.	1915	Durham

V

**Vaughan, P. W.*, Ph. G.	1880	Durham

W

Walker, Benjamin Wyche	1917	Rocky Mount
*Walker, C. A.	1912	Asheville
*Walker, Thomas Arthur	1917	Charlotte
Walton, Grover Bellamy	1913	Washington

Walton, Russell Charles	1917	Raleigh
Warren, Burney Simon	1914	Greenville
Warren, Daniel A.	1917	Statesville
Warren, Lovett A.	1917	Dunn
Waters, George W., Jr., Ph. G.	1910	Goldsboro
Watson, George Y.	1904	Southport
Watson, Haywood Parker, Jr.	1917	Winston-Salem
Wearn, W. H.	1884	Charlotte
*Welfare, Samuel E.	1906	Winston-Salem
Wharton, Lee A.	1915	Gibsonville
Wheless, Robert Edward Lee	1916	Warsaw
White, Henry Garfield	1916	Elm City
White, Julian E.	1915	Raleigh
White, Luther	1914	Newbern
White, S. Arthur	1916	Mebane
White, Walter Rodwell, Ph. G.	1910	Warrenton
Whitehead, Jefferson Davis, Ph. G.	1912	Rocky Mount
Williams, Archibald Hunter A.	1916	Oxford
Williams, H. C.	1912	Canton
Williams, M. P.	1902	Charlotte
Williams, Robert I.	1880	Raleigh
Winstead, O. P.	1916	Rocky Mount
Wood, Ernest Harvey	1913	Newbern
Woolard, Edward W.	1916	Wilmington
Worthy, F. S.	1905	Washington

Z

**Zoeller, Edward Victor,* Ph. G.	1880	Tarboro

ASSOCIATE

*Claverie, Joseph Stanilous	1917	Asheville
Finley, Robert Sylvester	1917	Asheville
*Shieder, George Abbott	1917	Asheville

HONORARY

Beal, James Hartley	Scio, Ohio
Caspari, Charles, Jr.	Baltimore, Md.
Hynson, Henry P.	Baltimore, Md.

Purcell, Colonel John B.....Richmond, Va.
Remington, Joseph P.....Philadelphia, Pa.
Rusby, H. H.....New York City.

Membership Revision to September 1, 1917.

Too Late to be Incorporated in Proceedings.

The following regular members have become life members:

Hicks, Henry T.	1897	Raleigh
Horne, Warren W.	1900	Fayetteville
Raysor, C. A.	1904	Asheville
Welfare, Samuel E.	1906	Winston-Salem

Re-Instated:

Richardson, L.	1880	Greensboro

New members taken in since August 1, 1917:

Compton, James Wesley	1917	Salisbury
Harper, Carl Talmage	1917	Zebulon
Murphy, Charles Lea C.	1917	North Wilkesboro

REVISED MEMBERSHIP FIGURES.

Life Members	9
Associate Members	3
Honorary Members	9
Charter Members	12
New Members (1917)	65
Regular Members	305
Total	403

DeVault, T. M.....Asheville
Dees, W. A., M.D.....Marshville
Duffy, F. S.....Newbern
Duffy, R. N.....Newbern

Walton, Russell Charles	1917	Raleigh
Warren, Burney Simon	1914	Greenville
Warren, Daniel A.	1917	Statesville

Beal, James Hartley	Scio, Ohio
Caspari, Charles, Jr.	Baltimore, Md.
Hynson, Henry P.	Baltimore, Md.

Purcell, Colonel John B.....Richmond, Va.
Remington, Joseph P.....Philadelphia, Pa.
Rusby, H. H.....New York City.
Venable, Francis Preston.....Chapel Hill, N. C.
Williams, John R.....Raleigh, N. C.
Wooten, Thomas V.....Chicago, Ill.

TOTAL MEMBERSHIP

Life Members	5
Associate Members	3
Honorary Members	9
Charter Members	11
New Members (1917)	62
Regular Members	309
Total	399

DECEASED

Abernethy, T. R.....Newton
Adams, R. H., M.D.....Gastonia
Ashcraft, C. W.....Elizabeth City
Atkins, D. J.....Durham
Avent, Clyde B.....Durham
Aycocke, M. H.....Louisburg
Bedford, Prof. P. W.....New York
Benson, J. W.....Troy
Bickett, T. W.....Monroe
Biggs, S. R.....Williamston
Blacknall, R. D.....Durham
Blount, W. A., M.D.....Washington
Bobbitt, F. A.....Winston
Boon, Herman H.....Benson
Broadfoot, T. W.....Fayetteville
Davidson, J. S. M.....Charlotte
DeVault, T. M.....Asheville
Dees, W. A., M.D.....Marshville
Duffy, F. S.....Newbern
Duffy, R. N.....Newbern

Fetzer, N. D.....Concord
Fuller, T. F., M.D.....Raleigh
Furman, W. H., Jr.....Louisburg
Garrett, H. B.....Rockingham
Gidney, J. C., M.D.....Shelby
Gordon, E. S.....Wilkesboro
Green, C. C.....Newbern
Green, Wm. H.....Wilmington
Griffin, John M.....Rocky Mount
Griffin, L. C.....Charlotte
Grimes, A. L.....Thomasville
Grimes, B. .....Asheville
Hand, W. E.....Charlotte
Hill, T. B.....Goldsboro
Hinsdale, S. J.....Fayetteville
Hood, J. C.....Smithfield
Horton, W. E.....Charlotte
Johnson, R. E.....Fremont
Jones, B. C.....Morehead City
Jordan, J. V.....Newbern
Jordan, R. H.....Charlotte
King, W. H.....Raleigh
Latham, W. W.....Seaboard
Lawing, J. M., M.D.....Lincolnton
Lee, A. S.....Lincolnton
Lewter, J. T., M.D.....Murfreesboro
Lucas, H. D., M.D.....Black Creek
Lyons, H. H.....Asheville
McAden, J. H.....Charlotte
McDonald, A. M.....LaGrange
McKay, J. Lloyd .....Kings Mountain
Miller, F. C.....Wilmington
Monger, James M.....Sanford
Nadal, E. M.....Wilson
Owens, B. Bertram.....Winston
Palmer, Charles R.....Salisbury
Parris, D. C.....Hillsboro

Pendleton, Milo M.....Warrenton
Perry, John B.....Macon
Poole, T. W.....Williamston
Quickel, John Karl.....Lincolnton
Royster, O. M.....Hickory
Sedberry, B. E.....Fayetteville
Simmons, B. T.....Weldon
Simmons, J. C.....Graham
Simpson, William .....Raleigh
Smith, T. C., M.D.....Asheville
Smith, Charles H.....Greensboro
Smith, J. B. .....Lexington
Sprague, John F.....Raleigh
Stewart, L,.....Laurinburg
Tenney, A. K.....Durham
Thompson, V. O.....Winston
Wagner, Joe F.....Thomasville
Wagoner, John M.....Statesville
Wilson, William, Jr.....Charlotte
Whitehead, E. T.....Scotland Neck
Woodall, Junius P.....Charlotte
Wriston, L. R.....Charlotte
Yates, Silas O.....Morrisville

REGISTER OF ACTIVE MEMBERS BY TOWNS

ABERDEEN
Carter, Jesse
Carter, Jesse, Jr.

ALBEMARLE
Snuggs, W. H.

APEX
Baucom, A. V.
Holland, H. O.

ASHEBORO
Fox, Charles M.

ASHEVILLE
Aiken, L. W.
Blauvelt, Wm. H.
Carmichael, W. C.
Claverie, J. S. (Assoc.)
Cline, J. O.
Cox, M. H.
Dinwiddie, P. H.
Finley, R. S. (Assoc.)
Furman, R. L.
Goode, J. A.
Jarrett, Lloyd M.
McKay, D. M.
Pickelsimer, J. B.
Powell, D. E.
Raysor, C. A.
Shieder, G. A. (Assoc.)
Smith, Frank S.
Tate, W. E.
Teague, M. F.
Walker, C. A.

ATLANTA, GA.
Prior, J. L.

AURORA
Knight, C. V.

AYDEN
McKinney, W. M.
Sauls, M. M.

BELHAVEN
Gibbs, T. R.

BELMONT
Saunders, A. J.
Suggs, R. B.

BENSON
Gilbert, Loamie

BESSEMER CITY
Horsley, H. T.

BETHEL
Barnhill (Miss) Mabel

BILTMORE
Byrd, Clement

BRYSON CITY
Bennett, A. M.
Bennett, K. E.

BURLINGTON
Andrews, R. H.
Bradley, Augustus
Henderson, J. L.
Lea, L. J.
Malone, C. E.

CANTON
Martin, W. S.
Williams, H. C.

CARRBORO
Merritt, N. H.

CARTHAGE
Cole, J. F.
Eubanks, J. N.

CHADBOURN
Shelton, C. F.

CHAPEL HILL
Beard, J. G.
Eubanks, C. L.
Howell, E. V.
Patterson, W. D.

CHARLOTTE
Bailey, L. A.
Burwell, G. E.
Burwell, W. R.
Dunn, R. A.
Hand, W. L.
Hawley, F. O.
Lynch, N. W.
Reeves, L. A.
Scott, J. M.
Sheppard, J. W.
Stowe, H. R.
Stowe, J. P.
Stowe, L. H.
Walker, T. A.
Wearn, W. H.
Williams, M. P.

CHERRYVILLE
Allen, H. H.

CHINA GROVE
Swaringen, DeWitt C.

CLAYTON
Stallings, W. H.

CLIFFSIDE
Rudisell, J. S.

CLINTON
Cox, C. L.
Herring, W. H.
Holliday, R. W.

COATS
Field, G. S.

COLUMBIA
Lyon, O. H.
McKeel, C. B.

CONCORD
Goodman, J. F.
Lafferty, P. M.
Marsh, M. L.

DALLAS
Summey, K. M.

DANVILLE, VA.
Layden, H. W.

DAVIDSON
Goodrum, C. S.
Jetton, W. A.

DUKE
Fitchett, C. E.
Thomas, E. R.

DUNN
Grantham, G. K.
Hood, D. H.
Hood, P. C.
Lee, P. A.
Warren, L. A.

DURHAM
Andrews, F. J.
Bernard, Germain
Boone, D. L.
Coleman, H. G.
Council, C. T.
Haywood, L. L.
King, H. L.
Mabry, W. A.
Rea, Verne
Rogers, R. P.
Rogers, W. F.
Sessoms, M. M.
Spencer, J. A.
Strayhorn, W. F.
Turner, T. A.
Vaughan, P. W.

DURHAM, EAST
Boone, J. T.
King, J. R.

DURHAM, WEST
Clark, C. B.

EDENTON
Leggett, W. A.
Sutton, J. L.

ELIZABETH CITY
Atwater, G. M.
Bell, Frank R.
Etheridge, S. G.
Jacocks, F. G.
Overman, H. S.

ELKIN
Haymore, J. B.

ELM CITY
White, H. G.

ENFIELD
Foster, Caney

FAIR BLUFF
Jones, J. B.

FAYETTVILLE
Briles, D. T.
Byrd, George
Horne, H. R.
Horne, W. W.
McKethan, H. A.
Sedberry, C. D.
Sedberry, H. S.
Stewart, J. M.

FRANKLIN
Smith, Frank T.

FRANKLINTON
Joyner, J. D.

FUQUAY SPRINGS
Elliott, A. G.

GASTONIA
Adams, E. C.

GIBSONVILLE
Wharton, L. A.

GOLDSBORO
Brown, H. C.
Hill, J. H.
Miller, C. B.
Robinson, M. E.
Tolar, J. H. Jr.
Waters, G. W.

GRAHAM
Hardee, A. K.

GREENSBORO
Bradly, J. P.
Coppedge, J. W.
Fordham, C. C.
Gardner, Howard
Harrison, E. R. V.
Hilton, C. M.
Howerton, J. L.
Jernigan, Rupert
McDuffie, R. A.
Mattox, A. M.
Pemberton, T. R.
Smith, W. O.
Trent, J. A.

GREENVILLE
Brown, J. K.
Horne, C. J. O'H.
Warren, B. S.

HALIFAX
Shaw, R. S.

HAMLET
Birmingham, J. S.

HENDERSON
Brooks, J. F.
Crabtree, E. P.
Culpepper, J. D.
Dorsey, Melville
Kerner, L. C.
May, T. H.
Parker, W. W.
Rowland, G. J.

HENDERSONVILLE
Barnes, H. A.
Griffith, Wiltshire
Hesterly, L. E.
Hunter, F. V.
Justus, W. H.
Rose, J. L.

HICKORY
Lutz, H. C.

HIGH POINT
Hart, J. A.
Mann, J. D.
Matton, G. A.
Ring, C. A.
Ring, W. A.
Seawell, C. C.

HILLSBORO
Andrews, C. M.
Hayes, W. A.
Rimmer, Eugene

JONESBORO
Tally, H. A.

KENLY
Fulghum, R. T.

KERNERSVILLE
Pinnix, J. M.

KINGS MOUNTAIN
Barnes, E. W.
Finger, F. E.

KINSTON
Ashford, A. J.
Hood, J. E.
Hood, W. D.
Lewis, R. B.
Stainback, T. E.
Temple, J. O.

LA GRANGE
Adams, R. M.
Peele, J. F.

LAURINBURG
Fields, J. T., Jr.
Matthews, W. S.

LENOIR
Abernethy, J. G.
Ballew, J. G.
Shell, J. E.

LILLINGTON
Tugwell, J. B.

LINCOLNTON
Costner, B. P.

LITTLETON
Harrison, T. N., Jr.

LOUISBURG
Mitchell, C. P.

LOWELL
Robinson, J. L.

LUMBERTON
Grantham, L. I.
McDonald, J. S.
McMillan, J. D.
Pope, H. L.

MARION
Kirby, K. A.

MARSHALL
Rhinehardt, C. B.

MAXTON
Barnes, B. S.
Mayberry, E. B.

McADENVILLE
Betts, J. R., Jr.

MONROE
Blair, S. O.
Secrest, A. M.
Smith, Casper

MOORESVILLE
Goodman, G. C.
Miller, E. H.

MOREHEAD CITY
Chalk, S. A.

MORGANTON
Davis, E. B.
Greyer, C. P.
Riddle, H. L.

MOUNT GILEAD
Ridenhour, D. G.

MOUNT HOLLY
Lewis, H. R.

MOUNT OLIVE
Pemberton, D. C.

MOUNT PLEASANT
Moose, A. W.

MURFREESBORO
Nicholson, T. H.

NEWBERN
Anderson, J. M.
Bradham, C. D.
Hollowell, J. K.
Hunter, B. W.
Lane, W. A.
White, Luther
Wood, E. H.

NORLINA
Boyce, J. B., Jr.

NORTH WILKESBORO
Cassel, A. S.
Brame, R. M.

OLD FORT
Marley, F. H.

OXFORD
Hancock, F. W.
Lyon, F. F.
Taylor, J. L.
Williams, A. H. A.

PITTSBORO
Pilkington, G. R.

PLYMOUTH
Smith, T. L.

RAEFORD
Reaves, L. E.

RALEIGH
Beddingfield, E. T.
Birdsong, E. G.
Boon, W. J.
Brantley, J. C.
Champion, R. C.
Coppedge, J. B.
Coppedge, O. G.
Crabtree, Gilbert
Edgerton, E. O.
Faucette, H. F.
Faucette, W. P.
Gaddy, H. M.
Hamlet, P. R.
Hicks, H. T.
Leavister, T. O.
Page, B. F.
Rhodes, Cader
Robertson, E. G.
Walton, R. C.
White, J. E.
Williams, R. I.

RANDLEMAN
Matthews, W. F.

RED SPRINGS
Graham, J. C.
Grantham, Hiram
McMillan, J. L.
Townsend, J. H.

REIDSVILLE
Gardner, T. L.

RICH SQUARE
Bolton, J. C.

ROCKY MOUNT
Brame, W. A.
Rose, I. W.
Spencer, R. B.
Walker, B. W.
Whitehead, J. D.
Winstead, O. P.

ROSEBORO
D. W. Tart

ROSEMAN
Morgan, R. S.

ROXBORO
Brewer, S. O.
Thomas, E. E.

ROWLAND
Barker, E. J.
Lytch, J. E.
McNeill, G. K.

SALISBURY
Carter, Samuel
Purcell, S. M.
Trotter, J. R.

SALUDA
Blake, J. H.

SANFORD
Crabtree, W. A.
Gurley, D. M.
Murchison, E. E.
Reid, W. W.

SCOTLAND NECK
House, Joseph

SELMA
Harper, C. P.
Stancill, J. H.

SHELBY
Kendall, H. E.

SMITHFIELD
Cannady, R. C.
Creech, D. H.
Hood, T. R.

SOUTHPORT
Leggett, W. O.
Watson, G. Y.

SPENCER
Cooke, H. M.
Stanback, T. M.

SPRING HOPE
Pike, E. L.

STAR
Mitchell, H. G.

STATESVILLE
Hall, W. F.
McKesson, L. W.
Sally, W. M.
Stimson, J. H.
Warren, D. A.

SYLVA
Hooper, F. L.
Keener, J. B.
Stowe, C. D.

TABOR
Elkins, V. B.
Franklin, O. E.

TARBORO
Cook, R. E. L.
Copeland, R. R.
Nicholson, A. T.
Zoeller, E. V.

THOMASVILLE
Harville, R. C.
Thomas, C. R.

TIMBERLAKE
Tillet, E. N.

TROY
Loftin, J. U.

TRYON
Fotser, J. C. C.
Missildine, E. E.

WAKE FOREST
Davis, J. E.
Powers, L. B.

WARRENTON
Jones, Alpheus
White, W. R.

WARSAW
Brown, J. D.
Wheless, R. E. L.

WASHINGTON
Davenport, Lee
Etheridge, S. B.
Walton, J. B.
Worthy, F. S.

WENDELL
Brantley, P. C.
Nowell, W. R.

WHITAKERS
Cutchins, J. M., Jr.

WILMINGTON
Bellamy, R. R.
Croom, J. L.
Elvington, D. A.
Fentress, H. L.
Fleming, C. H.
Futrelle, W. L.
Green, C. F.
Hardin, E. M.
Hardin, J. H.
Kelly, J. R.
Lord, C. A.
McManus, M. T. Y.
Miller, C. T.
Moore, B. C.
Niestlie, William
Payne, H. E.
Salling, A. T.
Smith, J. A.
Woolard, E. W.

WILSON
Morrison, M. S.
Patterson, Alvis
Rosenbaum, Carl
Tarkenton, E. L.
Turlington, R. A.

WINDSOR
Gurley, W. B.

WINSTON-SALEM
Beach, N. L.
Bobbitt, L. M.
Buhmann, W. L.
Fishel, A. L.
Hopkins, V. O.
Hutchins, J. A.
James, A. A.
Kirksey, L. H.
Landquist, T. E.
Lunn, F. H.
McArthur, R. M.
O'Hanlon, E. W.
Simpson, T. S.
Watson, H. P., Jr.
Welfare, S. E.

ZEBULON
Daniel, E. C.

TRAVELING MEN'S AUXILIARY
1917-18

OFFICERS

President.....H. T. Kershaw, Baltimore
Vice-president.....James B. Bowers, Richmond
Secretary-Treasurer.....Lambert Kuhn, Philadelphia

MEMBERSHIP COMMITTEE

P. W. Vaughan.....Durham
T. F. Barnby.....Racine, Wis.
John Foege, Jr.....Richmond, Va.

ENTERTAINMENT COMMITTEE

Lambert Kuhn .....Philadelphia
John Rowe .....Indianapolis

ROLL OF MEMBERS
(This roll is a trifle incomplete)

T. F. Barnby.....	Horlick's Malted Milk Co....	Racine, Wis.
J. E. Bass.....	Borden's Condensed Milk Co..	New York City
M. J. Blanke.....	Ferrodine Chemical Co.....	Roanoke, Va.
Jas. B. Bowers.....	Owens & Minor Drug Co....	Richmond, Va.
Joe Crine.....	Cortez Cigar Co.....	Tampa, Florida
John Foege, Jr.,.....	John Jr. Cigar Co.....	Richmond, Va.
F. G. Getsinger.....	Frank E. Block Co.....	Atlanta, Ga.
Wm. I. Gibbs.....	Paramount Drug Co.....	Washington, D. C.
Milton Hamburger ..	Wm. Deiches Co.....	Baltimore, Md.
Henry T. Hicks	Capudine Chemical Co.....	Raleigh, N. C.
H. T. Kershaw.....	Muth Bros. & Co.....	Baltimore, Md.
Lambert Kuhn	Robt. M. Green & Sons.....	Philadelphia, Pa.
J. A. Lyle.....	Richard Gwathmey,.....	Richmond, Va.
N. F. Meecham.....	Whitman Candy Co.....	Philadelphia, Pa.
J. V. Moore.....	John M. Scott & Co.....	Charlotte, N. C.
J. B. O'Bannon.....	John M. Scott & Co.....	Charlotte, N. C.
Lee Reinheimer	Cliff Weil Cigar Co.....	Richmond, Va.
J. P. Robertson.....	Richardson Corporation.....	Lynchburg, Va.
F. G. Schaefer.....	Bishop-Babcock-Becker Co....	Cleveland. Ohio
F. H. Shipp.....	Pepsi Cola Co.....	Newbern, N. C.
T. S. Simpson.....	Justice Drug Co.....	Greensboro, N. C.
S. O. Smith.....	T. C. Smith Drug Co.....	Asheville, N. C.
Miss Edith Stevenson.	Nunnally Candy Co.....	Atlanta, Ga.
M. M. Stoddard.....	Franklin Caro Co.....	Richmond. Va.
William R. Stover...	Parke, Davis & Co.....	Baltimore, Md.

John L. Taylor	Sharp & Dohme	Baltimore, Md.
E. F. Trolinger	Eli Lilly & Co	Indianapolis, Ind.
H. P. Underwood	The Upjohn Co	Kalamazoo, Mich.
P. W. Vaughan	American Druggists Syn	New York, N. Y.
I. R. Vangorder	Miles Medical Co	Elkhart, Ind.
Wm. W. Vellines	Pepsi Cola Co	Newbern, N. C.
J. H. Wadsley	Pepsi Cola Co	Newbern, N. C.
F. A. Watson	John M. Scott & Co	Charlotte, N. C.
Sidney Weilman	Strauss Cigar Co	Richmond, Va.
Fred J. Williams	Bodeker Drug Co	Richmond, Va.

THIRTY-SIXTH ANNUAL REPORT
OF THE
NORTH CAROLINA BOARD OF PHARMACY
1917

NORTH CAROLINA BOARD OF PHARMACY
MEMBERS AND ORGANIZATION, 1917-1918

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

Ira W. Rose, Rocky Mount.....Term expires April 28, 1918
F. W. Hancock, Oxford.....Term expires April 28, 1919
W. W. Horne, Fayetteville.....Term expires April 28, 1920
C. P. Greyer, Morganton.....Term expires April 28, 1921
E. V. Zoeller, Tarboro.....Term expires April 28, 1922

PRESIDENT

Edward V. Zoeller.....Tarboro

SECRETARY AND TREASURER

F. W. Hancock.....Oxford

ATTORNEY

B. S. Royster.....Oxford

REPORT OF F. W. HANCOCK

SECRETARY-TREASURER NORTH CAROLINA BOARD OF PHARMACY

OXFORD, N. C., June 1, 1917

To His Excellency,
THOMAS WALTER BICKETT, *Governor,*
Raleigh, N. C.

Sir:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association in compliance with section 9 of the North Carolina Pharmacy Law, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1917.

The eighty-seventh (87) meeting of the Board of Pharmacy was held in the city of Raleigh, on Tuesday and Wednesday, June 6 and 7, 1916, with all members of the Board present.

Mr. C. P. Greyer of Morganton, having been elected a member of the Board of Pharmacy by the North Carolina Pharmaceutical Association presented his commission from the Governor for a term of five years from April 28, 1916, as a member of said Board. Attached thereto was the prescribed oath of office taken before the clerk of the Superior Court of Burke County. He, thereupon, entered upon the duties of the office.

Eighty-two (82) candidates appeared for examination, of whom the following, twenty-seven (27) in number, were successful and were duly licensed and registered.

Leonard Walter Aiken	Asheville
Percy Madison Arps	Plymouth
William Hunter Bingham	Concord
Alman Byron Butler	Roseboro
George Cecil Curtis	Atkinson
James Norwood Eubanks	Pittsboro
Carl Evander Fitchell	Duke
William Floyd Gaskins	Newbern

Clyde Doyle Guion.....Unionville
William Burden Gurley.....Windsor
George Everett Hayes.....Granite Falls
Richard Thornton Hood.....Kinston
Harry Benson Hopkins.....Concord
Walter Hufham.....Chadbourne
Thomas Womack McBane.....Graham
Clarence Mason Miller.....Rock Hill, S. C.
Thomas Lee Mullen.....Huntersville
Victor Kent Overman.....Elizabeth City
Samuel Harvey Reid.....Washington
Roger Derick Sanford.....Laurinburg
Cecil Calvert Savage.....Goldsboro
Boyce Pinckney Scruggs.....Rutherfordton
Parke Cooper Stratford.....Greensboro
Bobbitt M. Tuttle.....Weldon
Andrew Earl Weatherby.....Greensboro
William Winston Wiggins.....Coats
Lowry Reed Wilson.....Gastonia

The eighty-eighth (88) meeting took place November 10 and 11, 1916, in the city of Raleigh, all members of the Board being present.

Sixty-eight (68) candidates took the examination. The following, twenty-two (22) in number, being successful were duly licensed and registered:

Charles H. Allen.....Star
Ernest S. Benson.....Wilmington
Quinton T. Bilbro.....Greenville
Robert Bonner.....Hickory
Howard T. Campbell.....Hickory
James O. Cline.....Granite Falls
Robert R. Copeland.....Tarboro
J. Wiley S. Davis.....Andrews
Philip D. Gattis.....Raleigh
Carl T. Harper.....Zebulon
Fred Hester.....Asheville
James W. Keever.....Hickory
Lonnie H. Kirksey.....Morganton
Matthew I. Lasley.....Philadelphia, Pa.
Alexander G. Millican.....Wilmington
Archie L. Moir.....Leaksville
Maurice McNeeley.....Mooresville
Russell C. Walton.....Raleigh

Ervin L. Ray.....Carthage
Jesse R. Whitley.....Fremont
William P. Whitmire, Jr.....Hendersonville
Martin Van B. Williams.....Lexington

I report that I have visited and inspected during the year ending May 31, 1917, drug stores in the following towns:

Clarkton, Whiteville, Vineland, Chadbourn, Elrod, Dunn, Selma, Winston-Salem, Greensboro, Wake Forest, Henderson, Oxford, Raleigh, Wadesboro, Youngsville, Wendell, Wilmington, Goldsboro, Clayton, Garner, Princeton, Kernersville, Smithfield, Benson, Four Oaks, Creedmoor, Stem, Durham, West Durham, East Durham, Morrisville, Hillsboro, Salisbury, Zebulon, Cary.

REPORT OF J. E. SHELL, ASSISTANT INSPECTOR

The North Carolina Board of Pharmacy:

I wish to make report as follows to your Honorable Board for the year ending May 31st, 1917.

I have visited the following towns, in number one hundred and three, and called on each registered pharmacist in town, and have made to your Secretary and Treasurer a detailed report of each store visited, together with an itemized statement of expense account for each trip.

Faison, Mt. Olive, Warsaw, Clinton, Wallace, Burgaw, Wilmington, Jacksonville, Pollocksville, Maysville, Newbern, Kinston, LaGrange, Snow Hill, Grifton, Ayden, Winterville, Greenville, Fayetteville, Maxton, Hope Mills, Raeford, Southern Pines, Pinehurst, Sanford, Hamlet, Laurinburg, Rockingham, Monroe, Charlotte, Newton, Conover, Statesville, Cleveland, Salisbury, Spencer, Lexington, High Point, Randleman, Asheboro, Albemarle, Kannapolis, Landis, Shelby, Caroleen, Henrietta, Ellenboro, Rutherfordton, Forest City, Cherryville, Mooresboro, Lattimore, Lincolnton, Gibsonville, Burlington, Haw River, Graham, Durham, East Durham, West Durham, Franklinton, Louisburg, Norlina, Warrenton, Littleton, Roanoke Rapids, Weldon, Rosemary, Halifax, Rocky Mount, Wilson, Goldsboro, Marion, Black Mountain, Old Fort, Asheville, Hendersonville, Brevard, Saluda, Hot Springs, Canton, Waynesville, Sylva, Bryson City, Andrews, Murphy, Scotland Neck, Hobgood, Tarboro, Ahoskie, Aulander, Windsor, Winton, Roxobel, Kelford, Williamston, Plymouth, Belhaven, Washington, Hookerton, Fremont, Beaufort, Morehead City.

Have made numerous corrections of irregularities, and others were left open and made later, as later reported to myself or the Secretary by the parties interested.

The majority of cases are in small towns, where the parties want to run on the verge of a drug business and gain prestige by being called

a "Drug Store" and yet evade the State law, making a hard proposition to deal with in many cases, as most of them, when approached, want to dispose of those articles they should not sell, drop the title "Drug Store" or "Druggist," and continue the business—on the plea that they cannot afford registered assistance. In the majority of instances, the amount of capital invested really prevents their doing so, and, under such local conditions, it is better to allow them to make this proposed arrangement and thereby come within the law, than to go to the expense of going to court and obtaining just this condition.

The drug stores we find running without registered help are usually very prompt to employ same as soon as possible, and this is usually due to negligence in employing help when clerks change employers.

As a matter of information to the Board, I find comparatively no new Pharmacopoeias and National Formularies, and in many instances do not find any old ones, and if any, they are very old. More often there is only an Ancient Dispensatory.

I find also since the Harrison law is more fully enforced the sale of Opium and its derivatives are, comparatively speaking, eliminated, even on prescription.

In my visitations I have stressed the importance of the druggists becoming more active in the Association work, and becoming members thereof, making it a point to ask each member to attend the Association, and each druggist not a member, to join the Association this year, even if he cannot attend, also of their making reports of irregularities to the Board of Pharmacy, thereby mutually working together, rather than criticising the Board. In this way I have tried to impress the fact that the Association and the Board are dependent one upon the other, and thereby both dependent upon the registered pharmacists of the State for their effectiveness.

Respectfully submitted,

J. E. SHELL,
Assistant Inspector.

PROSECUTIONS

Although no prosecutions have been made in the Courts during the year, many violations have been corrected and satisfactorily settled by visitations and inspections. I believe we have fewer violations of the State Pharmacy Law, as well as the State Anti-narcotic and Cocaine Laws, than ever before, a condition which, in my opinion, has been brought about by inspections both on the part of the State and Federal Governments.

CANDIDATE MAKING HIGHEST AVERAGE

I take pleasure in reporting that out of 22 successful candidates at the November, 1916, examination and 39 at the June, 1917, examination of our Board, Mr. Lovett Aldin Warren of Newton Grove, N. C., who took the June, 1917, examination, made the highest average, 88%, thus winning the Beal Membership Prize and the Hancock medal.

The following pharmacists, four in number, have died during the year:

James W. Lucas.....Wilson
J. H. Stevens.....Knoxville, Tenn.
M. T. Rhinehart.....Asheville
Herman H. Boon.....Benson

The following registered pharmacists, twenty-seven in number, failing to renew their licenses were removed from the register, in accordance with section 19 of the Pharmacy Law:

Wm. S. Allen.....Reidsville
Junius F. Andrews.....Morven
Lee C. Ashcraft.....Raleigh
John M. Beatty.....Charlotte
Wm. C. Brown.....Winston-Salem
R. L. Davis, M.D.....Bryson City
E. D. Fisher, M.D.....Oklahoma City, Okla.
Jno. W. Fuller, (col.).....Concord
Chas. E. Gallaway.....Mount Airy
J. M. Judd, M.D.....Fuquay Springs
Edward V. Kyser.....Rocky Mount
Allen Lee.....Dunn
Alonzo B. Matthews.....Durham
M. E. McCauley.....Monroe
Thomas T. McGuire.....Petaluma, Cal.
Emil R. Mayerburg.....Goldsboro
Robert F. Moody.....Charlotte
George K. Moose.....Washington, D. C.
Lea C. O'Brien.....Winston-Salem
H. C. Reece.....Raleigh
H. L. Riddle.....Morganton
H. F. Shaffner.....Winston-Salem
J. F. Simpson.....Raleigh
M. M. Stephenson.....Angier

J. M. Walters.....Saranac Lake, N. Y.
Burke Watson .....Sumter, S. C.
L. A. Yancey, (col.).....Greensboro

The following physicians, eleven in number, holding permits to conduct drug stores in towns of five hundred or less inhabitants, failing to renew their permits were dropped from the list in accordance with section 19 of the Pharmacy Law:

Frank E. Barr.....Townsville, Vance County
Jno. B. Gibbs.....Burnsville, Yancey County
James H. Harper.....Snow Hill, Greene County
Thos. B. Ayers.....Proctorville, Robeson County
Dennis L. Fox.....Worthville, Randolph County
Flavius E. Hartsell.....Oakbury, Stanly County
Benj. L. Long.....Glen Alpine, Burke County
Adlai S. Oliver.....Norlina, Warren County
Gideon H. Macon.....Norlina, Warren County
Jenness Morrill .....Falkland, Pitt County
Thomas J. Proffit.....Elk Park, Avery County

Permits to conduct drug stores in towns or villages of five hundred, or less, inhabitants were issued to the following physicians:

Dr. Philip Wesley Flagge.....Brown Summit, Guilford County
Dr. Jas. Jarratt Purdy.....Oriental, Pamlico County
Dr. Lloyd Laqueene Whitley.....Lumber Bridge, Robeson County
Dr. Leland Vain Grady.....Simms, Wilson County
Dr. Herman Leonidas Price.....Oakboro, Stanly County
Dr. Joseph Marion Hodges.....Newland, Avery County
Dr. Carl Putnam Parker.....Garysburg, Northampton County
Dr. Fred Yount Long.....Catawba, Catawba County
Dr. Robt. Jones Lovill.....Wingate, Union County
Dr. Pressly Robinson Brown.....Swepsonville, Alamance County
Dr. Chas. Bostic McDaniel.....Spindale, Rutherford County
Dr. Colin Shaw.....Maysville, Jones County
Dr. Joseph Thompson.....Creedmoor, Granville County

Copies of original certificates were issued to the following:

Joseph House .....Scotland Neck
Clyde Irwin Webb.....Charlotte
Henry Hampton Pittman.....Fairmont
Augustus G. Elliotte.....Fuquay Springs

The following pharmacists were re-registered:

John Asbury Zeigler.....Ahoskie
W. L. McNair, (col.).....Greensboro
Stephen Arthur White.....Mebane

Total Number Registered Pharmacists..... 876
Total Number Physicians holding permits..... 75
Total Number Candidates Examined..... 150
Total Number Candidates Licensed..... 50

I herewith submit report of receipts and disbursements for the current year as follows:

NORTH CAROLINA BOARD OF PHARMACY IN ACCOUNT WITH F. W. HANCOCK, TREASURER

CR.

1916		
June 1.	By Balance on hand	$ 313.35
June 6.	By am't rec'd from 82 candidates examined	410.00
Nov. 10.	By am't rec'd from 68 candidates examined	340.00
Oct. 31.	By am't rec'd from renewal licenses, pharmacists	1,752.00
Oct. 31.	By am't rec'd from renewal permits, physicians	120.00
1917		
May 31.	By am't rec'd from re-registration, pharmacists	9.00
	By am't rec'd from physicians permits	33.00
	Am't rec'd from copies of original certificates issued	4.00
	By am't rec'd from duplicate certificates issued	1.00
Total		$2,982.35

DR.

1916		
June 1.	To am't paid Raleigh postoffice, stamps	$ 5.00
June 10.	To am't paid E. V. Zoeller, exp. and per diem	57.83
	To am't paid W. W. Horne, exp. and per diem	46.26
	To am't paid I. W. Rose, expenses and per diem	47.40
	To am't paid C. P. Greyer, expenses and per diem	58.80
	To am't paid F. W. Hancock, exp. and per diem	30.00
	To am't paid C. F. Clayton	11.00
June 18.	To am't paid W. D. Terry, Janitor Capitol	5.00
	To am't paid Robt. Wilder, Janitor A. and M. Col.	3.50
June 19.	To am't paid Britt Printery, printing	10.50
June 23.	To am't paid James E. Thiem, stationery	.35
	To am't paid So. Express Co	.55
	To am't paid Raleigh postoffice, stamps	5.05
July 15.	To am't paid H. Gamse and Bro. Lith. certificates	18.00
	To am't paid Raleigh postoffice, stamps	1.00
July 26.	To am't paid Raleigh postoffice, stamps	10.00

Aug. 1.	To am't paid James E. Thiem, stationery	.75
	To am't paid Alfred Williams Co., stationery	.80
Aug. 7.	To am't paid Oxford postoffice, stamps	5.00
Aug. 14.	To am't paid So. Express Co	.35
	To am't paid Western Union Telegraph	.52
Aug. 18.	To am't paid Oxford postoffice, stamps	4.00
Aug. 19.	To am't paid So. Express Co	.29
Aug. 24.	To am't paid Oxford postoffice, stamps	3.00
Aug. 26.	To am't paid Raleigh postoffice, stamps	3.00
Sept. 1.	To am't paid Miss Maud Reid, typewriting	2.70
Sept. 14.	To am't paid Oxford postoffice, stamps	5.00
Sept. 19.	To am't paid W. T. Terry, rubber stamps	.50
Sept. 29.	To am't paid Raleigh postoffice, stamps	5.00
Oct. 10.	To am't paid American Surety Co., bond of Sec	4.00
Oct. 12.	To am't paid Raleigh postoffice, stamps	3.20
Oct. 21.	To am't paid Britt Printery, printing	1.00
	To am't paid H. B. Gilpin Co., drugs for specimens	1.25
Oct. 24.	To am't paid Raleigh postoffice, stamps	4.00
Oct. 31.	To am't paid H. B. Gilpin Co., drugs for prac. ex	4.05
Nov. 8.	To am't paid C. F. Clayton	12.00
Nov. 10.	To am't paid Raleigh postoffice, stamps	4.65
	To am't paid E. V. Zoeller, exp. and per diem	46.05
	To am't paid W. W. Horne, expenses and per diem	44.56
	To am't paid F. W. Hancock, exp. and per diem	30.00
	To am't paid I. W. Rose, exp. and per diem	45.66
	To am't paid C. P. Greyer, exp. and per diem	56.75
	To am't paid W. D. Terry, Janitor Capitol	5.00
Nov. 13.	To am't paid Britt Printery, printing	2.50
Nov. 18.	To am't paid Western Union Tel. Co	.25
	To am't paid So. Express Co	.92
Nov. 19.	To am't paid W. H. King & Co., drugs for prac. ex.	7.35
Nov. 21.	To am't paid F. W. Woolworth, towels	2.40
Nov. 26.	To am't paid H. B. Gilpin Co., bottles for ex	3.48
	To am't paid So. Express Co	.37
	To am't paid E. M. Uzzell, printing	35.50
	To am't paid Raleigh postoffice, stamps	3.70
Dec. 2.	To am't paid B. S. Royster, attorney fee	25.00
Dec. 4.	To am't paid James E. Thiem, stationery	.95
Dec. 6.	To am't paid W. T. Terry, rubber stamp	.25
Dec. 17.	To am't paid Raleigh postoffice, stamps	3.25
1917		
Jan. 5.	To am't paid So. Express Co	.50
	To am't paid So. Express Co	.29
Jan. 25.	To am't paid Oxford postoffice, stamps	4.45
Feb. 1.	To am't paid Edwards, Broughton Ptg. Co., printing	22.60

Mar. 1.	To am't paid James E. Theim, stationery.....	.95
Mar. 2.	To am't paid Miss Maud Reid, typewriting.....	2.00
Mar. 2.	To am't paid Alfred Williams & Co., stationery...	2.00
Mar. 16.	To am't paid Raleigh postoffice, stamps.....	2.00
Apr. 1.	To am't paid Julius Frank, Lith. certificates.....	17.50
Apr. 5.	To am't paid Raleigh postoffice, stamps.....	5.00
Apr. 16.	To am't paid Raleigh postoffice, box rent.....	1.00
Apr. 25.	To am't paid Raleigh postoffice, stamps.....	4.00
May 5.	To am't paid Raleigh postoffice, stamps.....	3.50
May 31.	To am't paid Cornelius Purcell, janitor A. and M...	2.50
	To am't paid So. Express Co.....	.95
	To am't paid F. W. Woolworth, towels.....	3.30
	To am't paid Mitchell Printing Co., printing.....	7.25
	To am't paid H. B. Gilpin Co., drugs for prac. ex....	11.58
	To am't paid H. B. Gilpin Co., drugs for specimens	.23
	To am't paid H. B. Gilpin Co., drugs for specimens	1.20
	To am't paid Nat. Assn. Boards of Phar., dues.....	15.00
	To am't paid Alfred Williams Co., ex. books.....	7.65
	To am't paid Britt Printery, printing	2.50
	To am't paid Com. National Bank, ex. on checks..	4.40
	To am't paid E. M. Uzzell, printing.....	4.50
	To am't paid J. C. Brantly, drugs for specimens....	2.40
	To am't paid J. E. Thiem, stationery.....	1.70
	To am't paid F. W. Hancock, mat. for prac. ex...	5.50
	To am't paid W. H. King Drug Co., drugs.....	16.70
	To am't paid W. D. Martin, making chests A. and M.	7.75
	To am't paid Raleigh postoffice, stamps.....	4.50
	To am't paid J. E. Shell, traveling exp., Sep., 1916..	47.87
	To am't paid J. E. Shell, per diem, Sep., 1916.....	50.00
	To am't paid J. E. Shell, traveling exp., Dec., 1916..	47.60
	To am't paid J. E. Shell, per diem, Dec., 1916.....	55.00
	To am't paid J. E. Shell, traveling exp. Jan., 1917..	35.03
	To am't paid J. E. Shell, per diem, Jan., 1917.....	50.00
	To am't paid J. E. Shell, traveling exp., Feb., 1917	46.55
	To am't paid J. E. Shell, per diem, Feb., 1917.....	50.00
	To am't paid J. E. Shell, traveling exp., Mar., 1917	31.64
	To am't paid J. E. Shell, per diem, Mar., 1917.....	30.00
	To am't paid J. E. Shell, traveling exp., April, 1917	53.28
	To am't paid J. E. Shell, per diem, April, 1917.....	50.00
	To am't paid J. E. Shell, traveling exp., May, 1917	25.30
	To am't paid J. E. Shell, per diem, May, 1917.....	30.00
	To am't paid F. W. Hancock, trav. exp. June, 1916	38.75
	To am't paid F. W. Hancock, per diem, June, 1916..	40.00
	To am't paid F. W. Hancok, trav. exp., July, 1916..	34.90
	To am't paid F. W. Hancock, per diem, July, 1916..	35.00

To am't paid F. W. Hancock, trav. exp., Aug., 1916	39.15
To am't paid F. W. Hancock, per diem, Aug., 1916	40.00
To am't paid F. W. Hancock, trav. exp., Oct., 1916	26.10
To am't paid F. W. Hancock, per diem, Oct., 1916	25.00
To am't paid F. W. Hancock, trav. exp., Nov., 1916	16.15
To am't paid F. W. Hancock, per diem, Nov., 1916	15.00
To am't paid F. W. Hancock, trav. exp., Jan., 1917	26.75
To am't paid F. W. Hancock, per diem, Jan., 1917	25.00
To am't paid F. W. Hancock, trav. exp., Feb., 1917	27.60
To am't paid F. W. Hancock, per diem, Feb., 1917	25.00
To am't paid F. W. Hancock, trav. exp., Mar., 1917	32.25
To am't paid F. W. Hancock, per diem, Mar., 1917	30.00
To am't paid F. W. Hancock, Sec.-Treas., salary for year ending May 31st, 1917	600.00
Balance on hand	448.79
Total	$2,982.35

Respectfully submitted,

F. W. HANCOCK,
Secretary-Treasurer.

NORTH CAROLINA BOARD OF PHARMACY

BY-LAWS

Two regular meetings of the Board for the Examination of candidates and for such other business as may come before them shall be held every year in the City of Raleigh at such dates as may be fixed by the Board.

Special meetings may be held when called by the President, or on written request of three members of the Board at such times and places as may be stated in the call. At special meetings, only the business stated in the call shall be considered.

The officers of the Board shall consist of a President and a Secretary-Treasurer. The terms of these officers shall run through the period of their membership of the Board, unless the Board should desire to end the terms of either or both sooner.

The President shall have general supervision of the business and examinations, and with the Secretary-Treasurer shall report at every regular meeting the matters that have had attention since the last meeting.

The Secretary-Treasurer shall be the executive officer to perform such duties as are imposed upon him by the Pharmacy Act, and such others as the Board from time to time may direct. At every regular meeting he shall furnish a detailed statement of all receipts and expenditures for approval, and at each annual meeting a complete financial statement of the past fiscal year's business. He shall furnish bond in an approved surety company for one thousand dollars, the premiums to be paid by the Board, for the faithful collection and disbursing of all funds coming into and passing from his hands. The bond should be filed with and remain in the custody of the President. He shall be the custodian of the books and papers of the Board, and at each annual meeting present an inventory of all the property in his care. This responsibility of a Secretary-Treasurer going out of office shall not be ended until he shall present to the Board a receipt from his successor for said property.

No By-Laws or Rule of the Board shall be added to, changed or suspended without the concurrence of three members at a regular meeting.

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

RULES FOR THE GOVERNMENT OF THE NORTH CAROLINA BOARD OF PHARMACY

Examinations shall be mainly written, and divided under four heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.
3. Practical Pharmacy, including prescription criticism and reading, with identification of galenicals.
4. Pharmaceutical Chemistry, with identification of chemicals.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent, with not less than sixty per cent under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

LIST OF REGISTERED PHARMACISTS IN NORTH CAROLINA

Revised September 1, 1917

A

1. Abernethy, J. G. ..... Lenoir
2. Adams, J. L. ..... Gastonia
3. Adams, E. C. ..... Gastonia
4. Adams, R. McC. ..... LaGrange
5. Aiken, J. H. ..... Hickory
6. Aiken, L. W. ..... Asheville
7. Aldhiser, H. H. ..... Broadway, Va.
8. Alexander, O. T. ..... Waynesville
9. Allen, C. H. ..... Star
10. Allen, W. W. ..... Hendersonville
11. Allen, H. H. ..... Shelby
12. Allison, T. B. ..... Asheville
13. Amiss, J. T. ..... Asheville
14. Anderson, J. M. ..... Newbern
15. Andrews, C. M. ..... Hillsboro
16. Andrews, F. J. ..... Durham
17. Andrews, J. P. ..... Albemarle
18. Andrews, R. H. ..... Chapel Hill
19. Andrews, W. T. ..... Fairmont
20. Arps, P. M. ..... Plymouth
21. Ashcraft, H. C. ..... Marshville
22. Ashford, A. J. ..... Kinston
23. Atwater, G. M. ..... Elizabeth City
24. Austin, T. E. ..... Roxboro
25. Avinger, N. S. ..... Rocky Mount

B

26. Bailey, L. A. ..... Charlotte
27. Baker, J. P. ..... Mount Olive
28. Baker, H. D. ..... Bartlesville, Okla.
29. Baldwin, Penrose ..... Asheville

30. Ballance, J. R. ..... Nashville
31. Ballew, J. G. ..... Lenoir
32. Banner, John ..... Mount Airy
33. Barham, W. K. ..... Warrenton
34. Barker, Wm. R. ..... Salisbury
35. Barker, E. J. ..... Rowland
36. Barker, W. B. ..... Greensboro
37. Barkley, D. E. ..... Franklinton
38. Barnes, B. S. ..... Maxton
39. Barnes, E. W. ..... Kings Mountain
40. Barnes, H. A. ..... Maxton
41. Barnhill, W. L. ..... Morehead City
42. Barnhill, Miss Mabel ..... Bethel
43. Barrett, A. F. ..... Burlington
44. Bateman, W. C. ..... Asheville
45. Battle, J. P., M.D. ..... Nashville
46. Baucom, A. V. ..... Apex
47. Beach, N. L., Jr. ..... Winston-Salem
48. Beard, J. G. ..... Chapel Hill
49. Beavans, W. E. ..... Enfield
50. Beck, R. T. ..... Germanton
51. Beddingfield, E. T. ..... Raleigh
52. Beddingfield, C. H. ..... Clayton
53. Bell, H. M. ..... Windsor
54. Bell, G. M., M.D. ..... Wakefield
55. Bell, F. R. ..... Beaufort
56. Bellamy, R. R. ..... Wilmington
57. Bennett, K. E. ..... Bryson City
58. Bennett, A. M., M.D. ..... Bryson City
59. Benson, E. S. ..... Wilmington
60. Berg, Jens ..... Southport
61. Bernard, Germain ..... Durham
62. Betts, J. R. ..... Macon
63. Betts, J. R. Jr. ..... McAdensville
64. Betts, J. A. ..... Charlotte
65. Bigby, G. F. ..... Anderson, S. C.
66. Biggs, W. H. ..... Williamston

67. Biggs, J. W. ..... Williamston
68. Biggs, Sylvester ..... Rockingham
69. Bilbro, Q. T. ..... Greenville
70. Bingham, W. H. ..... Concord
71. Birdsong, E. G. ..... Raleigh
72. Birmingham, J. S. ..... Parkton
73. Bizzell, F. B. ..... Kinston
74. Blackwelder, G. S. ..... Hickory
75. Blair, R. K. ..... Charlotte
76. Blair, S. O. ..... Monroe
77. Blair, C. W. (col.) ..... Gastonia
78. Blake, J. H. ..... Asheville
79. Bland, D. L. (col) ..... Charlotte
80. Blauvelt, W. H. ..... Asheville
81. Blue, A. F. ..... Laurinburg
82. Blue, D. S. ..... Southern Pines
83. Blythe, E. W. ..... Brevard
84. Boaz, R. J. ..... Burlington
85. Bobbitt, L. M. ..... Macon
86. Bobbitt, J. H. ..... Charlotte
87. Boddie, S. P. ..... Louisburg
88. Bogue, A. G. ..... Fremont
89. Bolton, J. C. ..... Rich Square
90. Bonner, Brem ..... Hickory
91. Bonner, Robert ..... Hickory
92. Boon, W. J. ..... Raleigh
93. Boone, D. L. ..... Durham
94. Boone, J. T. ..... East Durham
95. Bost, J. E. ..... Nashville, Tenn.
96. Boyce, J. B., Jr. ..... Littleton
97. Bradham, C. D. ..... Newbern
98. Bradley, Augustus ..... Burlington
99. Bradley, J. P. ..... Greensboro
100. Bradsher, W. D. ..... Oxford
101. Brady, C. A. ..... Newton
102. Brame, R. M. ..... North Wilkesboro
103. Brame, W. A. ..... Rocky Mount

104. Brandon, N. C.....Yanceyville
105. Brantley, P. C.....Wendell
106. Brantley, J. C.....Raleigh
107. Brewer, S. O.....Roxboro
108. Briles, D. T.....Fayetteville
109. Brinkley, J. H.....Newbern
110. Brittain, G. W.....Reidsville
111. Brooks, J. F.....Hendersonville
112. Brown, B. W.....Petersburg, Va.
113. Brown, J. D.....Warsaw
114. Brown, T. J. (col.).....Winston-Salem
115. Brown, Charles.....Burlington
116. Brown, J. K.....Greenville
117. Brown, H. C.....Goldsboro
118. Brown, C. M., M.D.....Washington
119. Browning, H. R.....Littleton
120. Bruce, Jefferson.....Hot Springs
121. Bryan, J. W.....Greenville
122. Bryant, W. D.....Tarboro
123. Buhmann, Walter.....Winston-Salem
124. Bullock, T. C., M.D.....Autryville
125. Bunting, J. H.....Wilmington
126. Burnett, B. J. (col.).....Rocky Mount
127. Burnett, J. P.....Whitakers
128. Burton, J. E.....Lonpoc, Cal.
129. Burwell, W. R.....Charlotte
130. Burwell, G. E.....Charlotte
131. Burwell, W. A.....Warrenton
132. Butler, R. F.....Newbern
133. Butler, A. B.....Roseboro
134. Byrd, Clement.....Biltmore
135. Byrd, George.....Fayetteville

C

136. Caldwell, P. G.....Gastonia
137. Callahan, James.....Winston-Salem
138. Campbell, H. T.....Hickory

139. Canaday, R. C. ..... Four Oaks
140. Canaday, W. A. ..... Raleigh
141. Cannaday, W. H. ..... Benson
142. Cannon, C. L. ..... Robersonville
143. Capehart, C. T. ..... Charlotte
144. Cardwell, G. W., M.D. (col.) ..... Elizabeth City
145. Carmichael, W. C. ..... Asheville
146. Carpenter, O. B. ..... Stanly
147. Carpenter, F. L. ..... Kings Mountain
148. Carpenter, R. E. ..... Shelby
149. Carter, Jesse ..... Aberdeen
150. Carter, Jesse, Jr. ..... Aberdeen
151. Carter, Samuel ..... Salisbury
152. Carter, Stamey ..... Salisbury
153. Carter, E. R. (col.) ..... Winston-Salem
154. Cashwell, C. D. ..... Statesville
155. Cassel, A. S. ..... Wilkesboro
156. Cate, A. S. ..... Greensboro
157. Caton, E. J. ..... Charlotte
158. Chalk, S. A. ..... Morehead City
159. Champion, Roy ..... Raleigh
160. Chapman, D. S. ..... Durham
161. Chappell, J. C. ..... Raleigh
162. Cherry, J. L. ..... Sanford
163. Cherry, W. C. ..... Winston-Salem
164. Christian, J. B. (col.) ..... Winston-Salem
165. Clapp, Clarence ..... Newton
166. Clark, H. T. ..... Scotland Neck
167. Clark, C. B. ..... West Durham
168. Cline, H. E. ..... Baltimore, Md.
169. Cline, J. O. ..... Asheville
170. Cohen, W. M. ..... Weldon
171. Cole, J. F. ..... Carthage
172. Coleman, H. G. ..... Durham
173. Coleman, W. P. (col.) ..... Raleigh
174. Compton, J. W. ..... Salisbury
175. Congdon, G. G. ..... Phoebus, Va.

176. Conyers, Z. V. ..... Greensboro
177. Cook, A. J. ..... Fayetteville
178. Cook, R. E. L. ..... Tarboro
179. Cooke, H. M. ..... Spencer
180. Cooke, E. S. ..... Goldsboro
181. Cooper, H. S. S. ..... Weldon
182. Cooper, J. B. ..... Statesville
183. Copeland, R. R. ..... Tarboro
184. Coppedge, J. W. ..... Greensboro
185. Coppedge, O. G. ..... Raleigh
186. Coppedge, J. B. ..... Raleigh
178. Costner, B. P. ..... Lincolnton
188. Costner, F. L. ..... Charlotte
189. Council, C. T. ..... Durham
190. Cox, L. H. ..... Belmont
191. Cox, M. H. ..... Asheville
192. Cox, G. M. ..... Lowell
193. Cox, C. L. ..... Clinton
194. Cox, B. T., M.D. ..... Winterville
195. Crabtree, C. A. ..... East Durham
196. Crabtree, Gilbert ..... Raleigh
197. Crabtree, E. P. ..... Henderson
198. Crane, C. H. ..... Charlotte
199. Cranmer, J. B., M.D. ..... Wilmington
200. Crater, C. L. ..... Elkin
201. Craven, C. H. ..... West Asheville
202. Crawford, E. P. ..... Mocksville
203. Creech, D. H. ..... Smithfield
204. Crews, E. T. ..... Oxford
205. Croom, R. D. ..... Maxton
206. Crowell, T. A. ..... Monroe
207. Culpepper, F. D. ..... Henderson
208. Currie, A. D. ..... Salisbury
209. Curtis, G. C. ..... Atkinson
210. Cutchin, J. M., Jr. ..... Whitakers

D

211. Dailey, R. I. ..... Reidsville
212. Damerson, E. L., M.D. ..... Star
213. Daniel, E. C. ..... Zebulon
214. Daniel, F. L. (col.) ..... Salisbury
215. Davenport, P. E. ..... Plymouth
216. Davenport, Lee ..... Washington
217. Davidson, J. M. ..... Haw River
218. Davis, George, M.D. ..... Beaufort
219. Davis, J. E. ..... Raleigh
220. Davis, J. W. S. ..... Andrews
221. Davis, E. M. ..... Roxboro
222. Davis, I. I., Jr. ..... Concord
223. Davis, J. R. ..... Marion
224. Davis, K. W. ..... Greensboro
225. Davis, H. E. ..... Andrews
226. Davis, J. W. ..... Edenton
227. Davis, E. B. ..... Morganton
228. Dawson, B. T. ..... Tarboro
229. Dawson, M. P. ..... Tarboro
230. Dawson, W. W., M.D. ..... Grifton
231. Dees, Fred ..... Pikeville
232 Deitz, R. Y. ..... Statesville
233. Detter, E. E. ..... Laurinburg
234. Dew, S. B., M.D. ..... Bailey
235. Dinwiddie, P. H. ..... West Asheville
236. Dixon, R. L. ..... Milton
237. Dizor, M. E. ..... Zebulon
238. Dodson, J. A. (col.) ..... Durham
239. Dorsey, Melville ..... Henderson
240. Douglas, J. D. (col.) ..... Rocky Mount
241. Dowdy, D. A. ..... High Point
242. Duffy, F. S. ..... Newbern
243. Duffy, Leinster, M.D. ..... Newbern
244. Dunn, R. A. ..... Charlotte
245. Dunn, Henry ..... Kinston
246. Dunston, C. W. (col.) ..... Wilson
247. Dye, Maleria Elizabeth, (col.) ..... Durham

E

248. Eagles, J. L. (col.) ..... Charlotte
249. Early, E. E. ..... Asheville
250. Eason, C. W. ..... Princeton
251. East, J. S. ..... Morven
252. Eaton, J. H. (col.) ..... Reidsville
253. Edgerton, E. O. ..... Raleigh
254. Edwards, T. N. ..... Charlotte
255. Edwards, S. M. ..... Ayden
256. Eldridge, Julius ..... Winston-Salem
257. Eley, H. S. ..... Suffolk, Va.
258. Elkins, V. W. B. ..... Tabor
259. Ellington, C. W. ..... Raleigh
260. Ellington, R. A. ..... Madison
261. Elliott, A. G. ..... Fuquay Springs
262. Elvington, D. A. ..... Wilmington
263. Etheridge, S. B. ..... Washington
264. Etheridge, S. G. ..... Elizabeth City
265. Eubanks, C. L. ..... Chapel Hill
266. Eubanks, J. N. ..... Pittsboro

F

267. Farrell, R. D. ..... Graham
268. Faucette, W. P. ..... Raleigh
269. Faucette, H. F. ..... Raleigh
270. Faulconer, R. C. ..... Sanford
271. Fentress, H. L. ..... Wilmington
272. Fetzer, Chas. ..... Reidsville
273. Fetzer, F. G. ..... Wadesboro
274. Few, Vernon ..... Hendersonville
275. Field, D. M. ..... Hertford
276. Field, G. S. ..... Coats
277. Fields, J. T. ..... Laurinburg
278. Fields, W. L. ..... Laurinburg
279. Fields, J. T., Jr. ..... Laurinburg
280. Finger, F. E. ..... Kings Mountain
281. Finger, Carl ..... Gastonia

282. Finkelstein, Nathan ..... Selma, Ala.
283. Finley, G. B. ..... Marion
284. Fishel, A. L. ..... Winston-Salem
285. Fisher, H. A. (col.) ..... Wilmington
286. Fitchett, C. E. ..... Duke
287. Fleming, C. H. ..... Hassell
288. Fordham, C. C. ..... Greensboro
289. Fordham, C. M. ..... Greensboro
290. Formyduval, Morrison ..... Whiteville
291. Foster, Caney ..... Enfield
292. Foster, J. C. C. ..... Asheville
293. Fowlkes, W. M. ..... Hamlet
294. Fox, C. M. ..... Asheboro
295. Franklin, O. E. ..... Asheville
296. Frederick, J. R. (col.) ..... Goldsboro
297. Freeman, R. A., M.D. ..... Burlington
298. Frieze, W. S. ..... Newton
299. Fulenwider, Phifer ..... Monroe
300. Fulghum, R. T. ..... Kenly
301. Furman, R. L. ..... Asheville
302. Futrelle, W. L. ..... Wilmington

G

303. Gaddy, H. M. ..... Raleigh
304. Gale, J. W. ..... Pageland, S. C.
305. Gallant, C. B. ..... Charlotte
306. Galloway, Rawley ..... Raleigh
307. Gamble, C. F. ..... North Charlotte
308. Gardner, Howard ..... Greensboro
309. Gardner, T. L. ..... Reidsville
310. Gaskins, W. F. ..... Newbern
311. Gattis, P. D. ..... Raleigh
312. Gibbs, T. R. ..... Belhaven
313. Gibson, W. Z. ..... Gibson
314. Gilbert, Loamie ..... Benson
315. Godfrey, P. V. ..... Elizabeth City
316. Godwin, C. I. ..... Pine Level

317. Gooch, R. L. ..... Oxford
318. Goode, J. A. ..... Asheville
319. Goodman, G. C. ..... Mooresville
320. Goodman, J. F. ..... Concord
321. Goodrum, C. S. ..... Davidson
322. Gorham, R. S. ..... Rocky Mount
323. Graham, J. C., Jr. ..... Carthage
324. Grantham, G. K. ..... Dunn
325. Grantham, Hiram ..... Red Springs
326. Grantham, L. I. ..... St. Pauls
327. Grantham, L. B. ..... Goldsboro
328. Gray, P. C. ..... Statesville
329. Green, C. F. ..... Wilmington
330. Green, H. C. ..... Louisburg
331. Greene, J. G. ..... High Point
332. Gregory, R. T. ..... Stovall
333. Greyer, C. P. ..... Morganton
334. Griffin, J. A., M.D. ..... Clayton
335. Griffin, H. A. ..... Rocky Mount
336. Griffin, B. C. ..... Marshville
337. Griffith, Wiltshire ..... Hendersonville
338. Grimes, T. W. ..... Salisbury
339. Grimes, G. D. ..... Robersonville
340. Grissom, Gilliam ..... Greensboro
341. Grove, C. E. ..... Asheville
342. Guion, C. D. ..... Unionville
343. Gurley, D. M. ..... Sanford
344. Gurley, W. B. ..... Windsor
345. Gwyn, H. L. ..... Mount Airy

H

346. Hage, Doane ..... Asheville
347. Hairston, J. W. (col.) ..... Winston-Salem
348. Hairston, R. S. (col.) ..... Winston-Salem
349. Haithcock, S. S. ..... Greensboro
350. Haley, W. E. (col.) ..... Winston-Salem
351. Hall, T. N. ..... Mooresville

352. Hall, J. G. ..... Oxford
353. Hall, W. F. ..... Statesville
354. Hall, J. M. ..... Wilmington
355. Hall, J. D. ..... Scotland Neck
356. Hall, J. S. ..... Fayetteville
357. Hall, S. P. ..... Charlotte
358. Hall, Guyton ..... Clarkton, Ga.
359. Hambrick, W. R. ..... Roxboro
360. Hamilton, R. L. ..... Oxford
361. Hamlet, Reginald ..... Raleigh
362. Hamlet, P. R. ..... Lumberton
363. Hamlin, V. C. (col.) ..... Raleigh
364. Hancock, F. W. ..... Oxford
365. Hand, J. K. ..... North Charlotte
366. Hand, W. L. ..... Charlotte
367. Hanson, J. K. ..... Wilmington
368. Hardee, A. K. ..... Graham
369. Hardin, J. H. ..... Wilmington
370. Hardin, E. M. ..... Wilmington
371. Harget, D. A. ..... Swansboro
372. Hargrave, W. W. ..... Nashville, Tenn.
373. Harper, C. P. ..... Selma
374. Harper, C. T. ..... Zebulon
375. Harrison, A. S., M.D. ..... Enfield
376. Harrison, E. V. ..... Greensboro
377. Harrison, T. N., Jr. ..... Littleton
378. Hart, L. W. ..... Norwood
379. Hart, J. A. ..... High Point
380. Hart, G. W. ..... Henderson
381. Hart, R. L. ..... Henderson
382. Harville, R. C. ..... Thomasville
383. Hasty, E. T. (col.) ..... Monroe
384. Hawkins, M. T., Jr. (col.) ..... Henderson
385. Hawley, F. O., Jr. ..... Charlotte
386. Hay, Dr. W. S. ..... Cornelius
387. Hayes, W. A. ..... Hillsboro
388. Hayes, G. C. ..... Raleigh

389. Hayes, G. E. ..... Granite Falls
390. Haymore, J. B. ..... Mount Airy
391. Hays, F. B. ..... Oxford
392. Haywood, C. L. ..... Durham
393. Henderson, J. A. ..... Charlotte
394. Henderson, A. J. (col.) ..... Winston-Salem
395. Henderson, J. L. ..... Burlington
396. Henry, T. A. ..... Newbern
397. Herndon, M. D. ..... Durham
398. Herndon, C. N. ..... Durham
399. Herring, Doane ..... Wilson
400. Herring, W. H. ..... Clinton
401. Herring, R. R. ..... Oxford
402. Hester, Fred ..... Asheville
403. Hesterly, L. E. ..... Hendersonville
404. Hicks, H. T. ..... Raleigh
405. Hicks, W. J. ..... Goldsboro
406. Hicks, C. G. ..... Raleigh
407. Hicks, H. L. ..... Tarboro
408. Hicks, J. E. F. ..... Goldsboro
409. Higgins, C. M. ..... Conover
410. Hill, J. H. ..... Goldsboro
411. Hill, G. W. ..... Wilmington
412. Hilton, C. M. ..... Greensboro
413. Hoffman, J. F., Jr. ..... Hickory
414. Holding, T. E., Jr. ..... Wake Forest
415. Holland, H. O. ..... Apex
416. Holland, W. T. ..... Mount Holly
417. Holliday, R. W. ..... Clinton
418. Hollingsworth, Joseph ..... Mount Airy
419. Hollowell, J. K. ..... Newbern
420. Hood, J. E. ..... Kinston
421. Hood, J. C. ..... Kinston
422. Hood, W. D. ..... Kinston
423. Hood, R. T. ..... Kinston
424. Hood, D. H. ..... Dunn
425. Hood, P. C. ..... Dunn

426. Hood, T. R. ..... Smithfield
427. Hood, H. C. ..... Smithfield
428. Hooper, F. L. ..... Sylva
429. Hopkins, V. O. ..... Winston-Salem
430. Hopkins, H. B. ..... Concord
431. Horne, H. R. ..... Fayetteville
432. Horne, W. W. ..... Fayetteville
433. Horne, S. R. ..... Fayetteville
434. Horne, W. H. ..... Greenville
435. Horne, J. C. O. H. ..... Greenville
436. Horseley, H. T. ..... Bessemer City
437. Horton, R. W. ..... Monroe
438. House, Joseph ..... Scotland Neck
439. Houston, J. L. ..... Mount Mourne
440. Howell, E. V. ..... Chapel Hill
441. Howerton, J. L. ..... Greensboro
442. Hoyle, M. H. ..... Kannapolis
443. Hoyle, H. B. ..... Biscoe
444. Hudson, J. E. ..... Kinston
445. Hufham, Walter ..... Chadbourn
446. Hughes, J. R. ..... Madison
447. Hughes, C. M., M.D. ..... Cedar Grove
448. Hunnicut, F. J. ..... Raleigh
449. Hunter, J. B. ..... Charlotte
450. Hunter, B. W. ..... Newbern
451. Hunter, A. B. ..... Apex
452. Hunter, T. B. ..... Rockingham
453. Hunter, N. C., M.D. ..... Rockingham
454. Hunter, F. P. ..... Portsmouth, Va.
455. Hunter, T. W. ..... Norwood
456. Hunter, F. V. ..... Hendersonville
457. Hurst, H. F. ..... Swansboro
458. Hutchins, J. A. ..... Winston-Salem

I

459. Ingle, R. H. ..... Charlotte
460. Iseley, G. A. ..... Burlington
461. Isler, W. A. (col.) ..... Kinston

J

462. Jacocks, F. G. ..... Elizabeth City
463. James, A. A. ..... Winston-Salem
464. James, S. T. (col.) ..... Durham
465. Jarman, J. F. ..... Wilmington
466. Jarrett, L. M. ..... Asheville
467. Jenkins, J. V. ..... Wilmington
468. Jenkins, L. W. ..... Mount Holly
469. Jernigan, R. W. ..... Chapel Hill
470. Jetton, W. A. ..... Davidson
471. Johnson, J. I. ..... Raleigh
472. Johnson, W. L. ..... Greensboro
473. Johnson, J. H. ..... North Wilkesboro
474. Jones, W. A. (col.) ..... Winston-Salem
475. Jones, H. E. ..... Asheville
476. Jones, E. J. ..... Asheville
477. Jones, G. T. (col.) ..... Raleigh
478. Jones, J. B. ..... Fair Bluff
479. Jones, Alpheus ..... Warrenton
480. Jones, J. H. ..... Reidsville
481. Joyner, J. D. ..... Franklinton
482. Justus, W. H. ..... Hendersonville

K

483. Keener, J. B. ..... Sylva
484. Keever, J. W. ..... Hickory
485. Kelly, J. R. ..... Wilmington
486. Kendall, H. E. ..... Shelby
487. Kendall, B. H. ..... Shelby
488. Kendrick, T. W. ..... Charlotte
489. Kennedy, H. P., Jr. (col.) ..... Newbern
490. Kennedy, A. T. (col.) ..... High Point
491. Kent, A. A., M.D. ..... Lenoir
492. Kerner, L. C. ..... Henderson
493. Kerr, James ..... Columbia
494. Kibler, R. E. ..... Morganton
495. Kidd, W. W. ..... Charlotte
496. King, H. L. ..... Durham

497. King, C. H. ..... Durham
498. King, O. G. ..... Raleigh
499. King, L. M. ..... Chattanooga, Tenn.
500. King, J. R. ..... East Durham
501. Kingsbury, W. R. ..... Wilmington
502. Kirby, K. A. ..... Marion
503. Kirksey, L. H. ..... Winston-Salem
504. Kluttz, A. J. ..... Greensboro
505. Kluttz, P. J., M.D. ..... Maiden
506. Knight, C. V. ..... Aurora
507. Kolb, R. H. ..... Fairview, Mich.
508. Koonce, J. E. ..... Chadbourn
509. Koonce, T. R. ..... Chadbourn
510. Kyser, P. B. ..... Rocky Mount

L

511. Lafferty, P. M. ..... Kannapolis
512. Landquist, T. E. ..... Winston-Salem
513. Lane, W. A. ..... Newbern
514. Lane, W. C. ..... Greensboro
515. Lasley, M. I. ..... Philadelphia, Pa.
516. Latham, A. C. ..... Bath
517. Laubenheimer, J. H. ..... Jersey City, N. J.
518. Lawing, K. L. ..... Lincolnton
519. Layden, H. W. ..... Danville, Va.
520. Layden, E. H. ..... Lexington
521. Lea, L. J. ..... Burlington
522. Leavister, T. O. ..... Raleigh
523. LeBoo, P. S. (col.) ..... Wilmington
524. Lee, A. M., M.D. ..... Clinton
525. Lee, L. V., M.D. ..... Lattimore
526. Lee, P. A. ..... Dunn
527. Leggett, W. A. ..... Edenton
528. Leggett, P. O. ..... Southport
529. Leggett, Kenelm, M. D. ..... Hobgood
530. Lentz, Frontis ..... Mooresville
531. Leslie, W. A. ..... Morganton
532. Lewis, H. W., M. D. ..... Jackson

533. Lewis, W. E. ..... Mount Olive
534. Lewis, R. B. ..... Elkin
535. Lewis, H. R. ..... Charlotte
536. Liles, W. A. ..... Wendell
537. Linn, L. A. ..... Landis
538. Lisk, D. C. ..... Charlotte
539. Loftin, J. U. ..... Rosemary
540. Long, Roy ..... Burlington
541. Lord, C. A. ..... Wilmington
542. Love, J. H. (col.) ..... Raleigh
543. Lunn, F. H. ..... Winston-Salem
544. Lutterloh, I. H., M. D. ..... Sanford
545. Lutz, H. C. ..... Hickory
546. Lyday, W. M., M.D. ..... Penrose
547. Lynch, N. W. ..... Charlotte
548. Lyon, R. P. ..... Wadesboro
549. Lyon, O. H. ..... Fremont
550. Lyon, F. F. ..... Oxford
551. Lytch, J. E. ..... Rowland

M

552. Mabry, C. S. ..... Norwood
553. Mabry, W. A. ..... Durham
554. Macon, A. B. ..... Farmer
555. Malone, C. E. ..... Chapel Hill
556. Manly, J. B. ..... Salisbury
557. Mann, J. D. ..... High Point
558. Mann, R. N. ..... High Point
559. Marion, J. E. ..... Mount Airy
560. Marley, F. H. ..... Old Fort
561. Marsh, M. L. ..... Concord
562. Marsh, N. F. ..... Ramseur
563. Marston, R. H. ..... Raleigh
564. Martin, W. S. ..... Canton
565. Martin, S. L., M.D. ..... Leaksville
566. Martin, E. W. ..... Florence, S. C.
567. Martin, B. M. ..... Washington, D. C.
568. Martin, S. L., Jr. ..... Leaksville

569. Mathes, T. J. ..... East Durham
570. Matthews, T. A., M. D. ..... Castalia
571. Matthews, G. E. ..... Siler City
572. Matthews, W. F. ..... Randleman
573. Matthews, C. E., Jr. ..... Roanoke Rapids
574. Matthews, W. S. ..... Clinton
575. Mattocks, A. M. ..... Newbern
576. Matton, G. A. ..... High Point
577. Mauney, C. J. ..... Albemarle
578. May, T. H. ..... Henderson
579. Mayberry, E. B. ..... Maxton
580. Mayer, C. R. ..... Charlotte
581. Mayo, T. H. ..... Goldsboro
582. McArthur, R. M. ..... Winston-Salem
583. McBane, T. W. ..... Graham
584. McClenahan, W. A. ..... Norfolk, Va.
585. McCraw, W. P. ..... Tarboro
586. McDaniel, W. A. ..... Enfield
587. McDonald, J. S. ..... Raleigh
588. McDonald, L. C. ..... Durham
589. McDonld, A. H. ..... Durham
590. McDuffie, R. A. ..... Greensboro
591. McGhee, G. F. ..... Raleigh
592. McIlhenny, T. C. ..... Asheville
592. McInnis, E. T. ..... Lillington
594. McIver, J. A. ..... Jonesboro
595. McKay, D. McN. ..... Asheville
596. McKay, H. H. ..... Dunn
597. McKay, Malcolm ..... Faison
598. McKay, J. W. ..... Asheville
599. McKeel, C. B. ..... Columbia
600. McKeel, C. B. Jr. ..... Columbia
601. McKenzie, L. McK. ..... Lumberton
602. McKesson, L. W. ..... Statesville
603. McKetham, H. McA. ..... Fayetteville
604. McKinney, W. M. ..... Ayden
605. McKinnon, W. L. ..... Wadesboro

606. McKnight, L. E. ..... Fayetteville
607. McLarty, Eugene ..... Greensboro
608. McLarty, Howard ..... Monroe
609. McLaughlin, D. A. ..... Charlotte
610. McLelland, J. H. ..... Mooresville
611. McLeod, Gilbert, M.D. ..... Carthage
612. McManus, M. T. Y. ..... Wilmington
613. McMillan, J. D. ..... Lumberton
614. McMillan, B. F., Jr. ..... Red Springs
615. McMinn, J. M. ..... Asheville
616. McMullan, F. H. ..... Asheville
617. McMullen, Oscar, M.D. ..... Elizabeth City
618. McNair, W. H. ..... Tarboro
619. McNair, F. W. (col.) ..... Greensboro
620. McNair, W. L. (col.) ..... Greensboro
621. McNair, W. R. ..... Henderson
622. McNeely, Maurice ..... Mooresville
623. McNeil, G. McK. ..... Rowland
624. McNeil, G. R. ..... Vineland
625. McPhaul, H. B. ..... Granite Quarry, Ala.
626. Menzies, E. B. ..... Hickory
627. Merritt, E. S. ..... Carrboro
628. Merritt, N. H. ..... Carrboro
629. Middleton, D. N. ..... Hot Springs, Va.
630. Miller, C. B. ..... Goldsboro
631. Miller, E. H. ..... Mooresville
632. Miller, R. L. ..... Gate City, Va.
633. Miller, C. T. ..... Wilmington
634. Miller, C. M. ..... Rock Hill, S. C.
635. Millican, A. G. ..... Wilmington
636. Mills, J. A. ..... Tabor
637. Mintz, M. B. ..... Wilmington
638. Missildine, E. E. ..... Tryon
639. Mitchell, H. G. ..... Star
640. Mitchell, C. P. ..... Lucamn
641. Mitchenor, J. A. ..... Edenton
642. Moir, A. L. ..... Leaksville

643. Montague, G. B. ..... Garner
644. Montague, G. W. ..... Durham
645. Moore, B. C. ..... Wilson
646. Moore, W. H. ..... Wilmington
647. Moore, C. E., Jr. ..... Wilson
648. Moore, J. P. ..... Raleigh
649. Moose, A. W. ..... Mount Pleasant
650. Morgan, R. S. ..... Rosman
651. Morphew, M. F., M.D. ..... Marion
652. Morrisette, C. B. ..... Elizabeth City
635. Morrison, M. S. ..... Wilson
654. Morrow, Norman ..... Gastonia
655. Morton, J. N. ..... Faison
656. Mullen, L. B. ..... Huntersville
657. Mullen, T. L. ..... Huntersville
658. Munday, C. C. ..... Taylorsville
659. Munds, W. C. ..... Wilmington
660. Murchison, E. E. ..... Sanford
661. Murphrey, L. W. ..... Weldon
662. Murphy, J. C. ..... Hickory
663. Murphy, C. L. ..... Salisbury

N

664. Nelson, W. G. ..... Newbern
665. Newsom, H. C. ..... Camden, N. J.
666. Nicholson, A. T. ..... Tarboro
667. Nicholson, T. H. ..... Murfreesboro
668. Nicholson, M. A. ..... Biscoe
669. Niestlie, Wm. ..... Wilmington
670. Norman, J. S., M.D. ..... Bladenboro
671. Nottingham, G. S. ..... Norfolk, Va.
672. Nowell, Edwin ..... Winston-Salem
673. Nowell, W. R. ..... Wendell
674. Nutt, J. D. ..... Wilmington

O

675. Oates, Geo., M.D. ..... Grover
676. O'Hanlon, E. W. ..... Winston-Salem

677. Overman, H. S. ..... Elizabeth City
678. Overman, V. K. ..... Elizabeth City

P

679. Page, B. F. ..... Raleigh
680. Palmer, R. W., M.D. ..... Gulf
681. Parker, W. W. ..... Henderson
682. Parker, F. W. ..... Raleigh
683. Parker, R. H. ..... Durham
684. Parker, R. S. ..... Murphy
685. Parsons, F. C. ..... Wadesboro
686. Patterson, Alvis ..... Wilson
687. Patterson, W. D. ..... Chapel Hill
688. Patterson, J. H. (col.) ..... Winston-Salem
689. Payne, M. T. ..... Greensboro
690. Payne, H. E. ..... Wilmington
691. Peacock, M. A. ..... Benson
692. Peele, J. F. ..... LaGrange
693. Pemberton, T. R. ..... Greensboro
694. Pemberton, S. P. ..... Norman
695. Pemberton, D. C. ..... Mount Olive
696. Pender, F. H., Jr. ..... Rocky Mount
697. Perry, W. M. ..... Elizabeth City
698. Perry, H. H. (col.) ..... Fayetteville
699. Perry, E. B. ..... Littleton
700. Perry, D. L. (col.) ..... Winston-Salem
701. Person, T. E., M. D. ..... Stantonsburg
702. Phillips, C. B. ..... Lincolnton
703. Pickard, C. O. ..... Greensboro
704. Pickelsimer, J. B. ..... Asheville
705. Pierce, M. E. ..... Charlotte
706. Pike, J. W. ..... High Point
707. Pike, E. LeR. ..... Enfield
708. Pilkington, G. R. ..... Pittsboro
709. Pinnix, J. M. ..... Kernersville
710. Pinnix, W. M. ..... Newbern
711. Pittman, H. H. ..... Fairmont
712. Pittman, J. N. ..... Oxford

713. Pleasants, F. R. ..... Louisburg
714. Plummer, James ..... Salisbury
715. Polk, J. B. ..... Andrews
716. Pope, H. L. ..... Lumberton
717. Pope, A. S. ..... Rocky Mount
718. Porter, Clifford ..... Black Mountain
719. Porter, C. D. ..... Black Mountain
720. Porter, Ernest ..... Pineville
721. Powell, D. A. ..... Goldsboro
722. Powell, J. W. ..... Goldsboro
723. Powell, J. B. ..... Oxford
724. Powell, D. E. ..... Asheville
725. Powell, J. C. ..... Fairmont
726. Powers, L. B. ..... Wake Forest
727. Preston, W. D. ..... Barkley, Va.
728. Prior, J. L. ..... Atlanta, Ga.
729. Propst, G. C. ..... Salisbury
730. Purcell, S. M. ..... Salisbury
731. Purcell, E. P. ..... Waynesvlile

Q

732. Quinn, F. D. ..... Shelby

R

733. Rankin, W. H. ..... Winston-Salem
734. Ray, E. L. ..... Carthage
735. Raysor, C. A. ..... Asheville
736. Rae, Verne ..... Durham
737. Reaves, L. E. ..... Raeford
738. Redding, E. F. ..... Lucama
739. Reedy, John ..... Lowryville, S. C.
740. Reese, A. B. ..... Charlotte
741. Reeves, Jefferson ..... Waynesville
742. Reeves, M. H. ..... Waynesville
743. Reeves, T. H. ..... Weaversville
744. Reeves, L. A. ..... Winston-Salem
745. Reid, W. W. ..... Sanford
746. Reid, S. H. ..... Washington

747. Reinhardt, R. L. ..... Forest City
748. Reins, C. C. ..... Hamlet
749. Rhinehardt, C. B. ..... Marshall
750. Rhodes, Cader ..... Raleigh
751. Richardson, L. W. ..... Selma
752. Ridenhour, D. G. ..... Mount Gilead
753. Riggan, R. D. ..... Raleigh
754. Riggs, H. A. ..... Morrisville
755. Rimmer, E. F. ..... Tarboro
756. Ring, W. A. ..... High Point
757. Ring, C. A. ..... High Point
758. Ring, L. B. ..... Mount Olive
759. Rives, H. L. ..... Robersonville
760. Roberson, J. G. ..... Laurinburg
761. Roberts, A. R. ..... Gatesville
762. Robertson, F. H. ..... Roanoke Rapids
763. Robertson, E. G. ..... Mount Airy
764. Robinson, M. E., M.D. ..... Goldsboro
765. Robinson, G. C. ..... Norfolk, Va.
766. Robinson, J. L. ..... Lowell
767. Rogers, R. P. ..... Durham
768. Rogers, W. F. ..... Durham
769. Rogers, W. T. (col.) ..... Durham
770. Rose, I. W. ..... Rocky Mount
771. Rosenbaum, C. D. ..... Wilson
772. Roth, R. H. ..... Asheville
773. Rowland, G. J. ..... Henderson
774. Royster, S. S., M.D. ..... Shelby
775. Rudisill, J. S. ..... Cliffside

S

776. Sally, W. M. ..... Statesville
777. Salling, A. T. ..... Wilmington
778. Sanders, T. F. ..... Clinton
779. Sanders, A. J. ..... Belmont
780. Sandling, R. H. ..... Clinton
781. Sanford, R. D. ..... Laurinburg
782. Sapp, L. L., M.D. ..... Milton

783. Sappenfield, W. A. ..... Concord
784. Sasser, L. B. ..... Wilmington
785. Sauls, M. M. ..... Ayden
786. Savage, C. C. ..... Goldsboro
787. Schutt, T. C. H. ..... Wilmington
788. Scoggin, L. A. ..... Louisburg
789. Scott, E. G. ..... Rockingham
790. Scott, J. M. ..... Charlotte
791. Scruggs, B. P. ..... Rutherfordton
792. Seagle, F. M. ..... Hickory
793. Seawell, C. C. ..... High Point
794. Secrest, A. McD. ..... Monroe
795. Sedberry, C. D. ..... Fayetteville
796. Sedberry, H. S. ..... Fayetteville
797. Sedberry, H. B. ..... Wilmington
798. Sessoms, M. M. ..... Windsor
799. Sexton, C. H., M.D. ..... Dunn
800. Shade, I. A. (col.) ..... Wilson
801. Shaw, R. S. ..... Halifax
802. Shaw, C. E. (col.) ..... Charlotte
803. Shell, J. E. ..... Lenoir
804. Shell, C. C. ..... Henrietta
805. Shelton, C. F. ..... Chadbourn
806. Sheppard, J. W. ..... Charlotte
807. Sheppard, H. A. ..... Monroe
808. Shepperd, J. E. ..... Flushing, N. Y.
809. Shore, M. L. ..... Raleigh
810. Shuford, C. M. ..... Hickory
811. Silverman, N. J. ..... Wilmington
812. Simpson, C. N., Jr. ..... Monroe
813. Simpson, T. S. ..... Winston-Salem
814. Singletary, W. O. ..... Burgaw
815. Singletary, F. B. ..... Middlesex
816. Sisk, C. T., M.D. ..... Bryson City
817. Skinner, R. E. L. ..... Durham
818. Sledge, R. S. ..... Spray
819. Sloan, F. A. ..... Monroe

820. Sloop, L. L. ..... Elm City
821. Smith, W. G. ..... Asheville
822. Smith, F. S. ..... Asheville
823. Smith, F. T. ..... Franklin
824. Smith, C. H. ..... Charlotte
825. Smith, J. A. ..... Wilmington
826. Smith, F. L. ..... Concord
827. Smith, T. L. ..... Plymouth
828. Smith, C. N. ..... Jacksonville
829. Smith, Casper ..... Kings Mountain
830. Smith, Leon ..... Gastonia
831. Smith, E. W. ..... Winston-Salem
832. Smith, W. O. ..... Greensboro
833. Smith, J. R. ..... Mount Olive
834. Smith, W. W. ..... Brevard
835. Snipes, E. P., M.D. ..... Jonesboro
836. Snuggs, W. H. ..... Albemarle
837. Souders, F. B. ..... Fayetteville
838. Southerland, Odell ..... Charlotte
839. Spencer, J. E. ..... Durham
480. Stainback, T. E. ..... Kinston
841. Stallings, W. H. ..... Spring Hope
842. Stanback, T. M. ..... Spencer
843. Stancil, J. H. ..... Selma
844. Staton, L. L., M.D. ..... Tarboro
845. Steere, L. E. ..... Charlotte
846. Stephens, J. L. (col.) ..... Norfolk, Va.
847. Stevenson, J. T. ..... Elizabeth City
848. Stewart, W. M. ..... Charlotte
849. Stewart, J. M. ..... Fayetteville
850. Stimson, Logan ..... Statesville
851. Stimson, J. H. ..... Statesville
852. Stimson, J. N. ..... Winston-Salem
853. Stone, A. H. ..... Spray
854. Stowe, J. P. ..... Charlotte
855. Stowe, L. H. ..... Charlotte
856. Stowe, H. R. ..... Charlotte

857. Stowe, C. D. ..... Sylva
858. Stratford, P. C. ..... Greensboro
859. Strayhorn, W. F. ..... Durham
860. Streetman, J. W. ..... Marion
861. Streetman, T. L. ..... Winston-Salem
862 Stroud, T. H. ..... University
863 Stroud, O. B., M. D. ..... Ore Hill
864. Suggs, R. B. ..... Belmont
865. Summey, K. N. ..... Dallas
866. Summey, Ptolemy ..... Dallas
867. Summey, P. B. ..... Dallas
868. Suttle, J. A. ..... Lincolnton
869. Suttlemyer, Philip, Jr. ..... Salisbury
870. Sutton, J. L. ..... Edenton
871. Swaringen, DeWitt C. ..... China Grove
872. Swindell, E. S. ..... Nashville
873. Swindell, D. C. ..... Rocky Mount
874. Sykes, A. J. ..... Greensboro
875. Sykes, Eugene ..... Greensboro
876. Sykes, R. J. ..... Greensboro

T

877. Tally, H. A. ..... Jonesboro
878. Tarkenton, E. L. ..... Wilson
879. Tart, D. W. ..... Roseboro
880. Tate, W. E. ..... Asheville
881. Taylor, J. L. ..... Oxford
882. Taylor, C. A. ..... Lexington
883. Taylor, D. G. ..... Leaksville
884. Taylor, W. P. ..... Roanoke Rapids
885. Teague, M. F. ..... Asheville
886. Temple, J. O. ..... Kinston
887. Temple, R. H., M.D. ..... Kinston
888. Thigpen, J. K. ..... Tarboro
889. Thomas, W. G., Sr. ..... Raleigh
890. Thomas, W. G., Jr. ..... Raleigh
891. Thomas, J. N. ..... Warrenton
892. Thomas, C. R. ..... Thomasville

893. Thomas, E. E. ..... Roxboro
894. Thomas, E. R. ..... Duke
895. Thompson, A. J. ..... Graham
896. Thompson, P. A. ..... Winston-Salem
897. Thornton, W. H. ..... Baltimore, Md.
898. Thrower, H. E. ..... Henderson
899. Tillett, E. N. ..... Timberlake
900. Tolar, J. H., Jr. ..... Durham
901. Toms, B. C. ..... Winston-Salem
902. Townsend, J. H. ..... Red Springs
903. Townsend, E. F. ..... Raeford
904. Trent, J. A. ..... Greensboro
905. Trotter, P. L. ..... Pilot Mountain
906. Trotter, J. R. ..... Salisbury
907. Tucker, W. M. ..... High Point
908. Tucker, R. H. ..... Reidsville
909. Tucker, W. W. ..... Concord
910. Tucker, H. O. ..... Whitakers
911. Tugwell, J. B. ..... Lillington
912. Turlington, R. A. ..... Wilson
913. Turlington, J. E. ..... Smithfield
914. Turner, W. D. ..... Cooleemee
915. Turner, T. A. ..... Durham
916. Tuttle, B. M. ..... Weldon
917. Tyson, G. F. ..... Greensboro

U

918. Underwood, J. T. ..... Asheboro

V

919. Van Valzah, J. A. ..... Raleigh
920. Vaughan, P. W. ..... Durham
921. Vinson, E. L. ..... Halifax
922. Vinson, J. T. ..... Selma

W

923. Walker, C. E. ..... Morganton
924. Walker, B. W. ..... Rocky Mount
925. Walker, T. A. ..... Norlina

926. Walker, C. A. ..... Asheville
927. Walker, Lewis ..... Milton
928. Walton, R. C. ..... Raleigh
929. Walton, G. B. ..... Washington
930. Ward, E. H. ..... Tarboro
931. Warlick, E. S. ..... Asheville
932. Warren, L. A. ..... Newton Grove
933. Warren, B. S. ..... Greenville
934. Warren, J. C. ..... Newton Grove
935. Warren, D. A. ..... Statesville
936. Waters, G. W., Jr. ..... Goldsboro
937. Watkins, W. O. ..... Rutherfordton
938. Watson, H. P., Sr. ..... Winston-Salem
939. Watson, H. P., Jr. ..... Winston-Salem
940. Watson, J. B., M.D. ..... Raleigh
941. Watson, D. I., M.D. ..... Southport
942. Watson, G. Y. ..... Southport
943. Wearn, W. H. ..... Charlotte
944. Weatherly, A. E. ..... Greensboro
945. Webb, Paul ..... Shelby
946. Webb, C. I. ..... Charlotte
947. Webb, R. K. ..... Charlotte
948. Webb, E. L. ..... Thomasville
949. Webb, J. S. ..... Wadesboro
950. Welborne, W. F. ..... Lexington
951. Welfare, S. E. ..... Winston-Salem
952. West, J. F. ..... Belmont
953. Westbrook, G. A. ..... Winston-Salem
954. Wetzell, W. L. ..... Gastonia
955. Wharton, L. A. ..... Gibsonville
956. Wheeler, L. B. ..... Asheville
957. Wheless, J. M. ..... Farmville
958. Wheless, R. E. L. ..... Warsaw
959. Whitaker, L. T., M.D. ..... Enfield
960. White, S. A. ..... Mebane
961. White, J. A. ..... Mooresville
962. White, H. G. ..... Elm City

963. White, F. L. ..... Mebane
964. White, W. R. ..... Warrenton
965. White, G. S. ..... Durham
966. White, J. E. ..... Raleigh
967. White, Luther ..... Newbern
968. White, J. I. ..... Burlington
969. Whitehead, J. D., Jr. ..... Enfield
970. Whitfield, W. C., M.D. ..... Grifton
971. Whitley, J. R. ..... Fremont
972. Whitmire, W. P. ..... Hendersonville
973. Wiggins, W. W. ..... Coats
974. Wiley, R. E. ..... Southern Pines
975. Wilkerson, I. O. ..... Middlesex
976. Wilkerson, J. L. ..... Durham
977. Wilkins, W. R. ..... North Wilkesboro
978. Williams, J. T., M. D. (col.) ..... Charlotte
979. Williams, M. P. ..... Charlotte
980. Williams, Benj. (col.) ..... Charlotte
981. Williams, S. W. ..... Raleigh
982. Williams, R. I. ..... Raleigh
983. Williams, W. V. ..... Goldsboro
984. Williams, A. H. A. ..... Oxford
985. Williams, H. C. ..... Canton
986. Williams, W. W., (col.) ..... Fayetteville
987. Williams, M. V. B. ..... Lexington
988. Williston, J. T. (col.) ..... Fayetteville
989. Williston, F. O. (col.) ..... Salisbury
990. Wilson, T. H. ..... Thomasville
991. Wilson, C. H. ..... Greensboro
992. Wilson, W. B. ..... Sylva
993. Wilson, L. R. ..... Gastonia
994. Winstead, O. P. ..... Rocky Mount
995. Wohlford, H. W. ..... Charlotte
996. Wolfe, Drayton ..... Lincolnton
997. Wolfe, J. C. ..... Waxhaw
998. Wolfe, W. S. ..... Mount Airy
999. Wolfe, Houston ..... Spencer

1000. Wood, E. H. ..... Newbern
1001. Woodard, E. V. ..... Princeton
1002. Woodruff, T. C. ..... Charlotte
1003. Woolard, E. W. ..... Scotland Neck
1004. Wootten, G. R. ..... Hickory
1005. Worthington, E. C. ..... Ayden
1006. Worthy, F. S. ..... Washington
1007. Wright, G. F. ..... Warsaw

Y

1008. Yancey, D. C. (col) ..... Wilson
1009. Yates, C. L. ..... Charlotte
1010. Yearby, W. M. ..... Greensboro
1011. Yoder, C. R. ..... Newton
1012. Young, John ..... Salisbury

Z

1013. Zeigler, J. A. ..... Ahoskie
1014. Zoeller, E. V. ..... Tarboro
1015. Zollicoffer, A. R. M.D. ..... Weldon
1016. Zuckerman, I. L. ..... Durham

LIST OF REGISTERED PRACTICING PHYSICIANS

LIVING IN TOWNS OF NOT MORE THAN FIVE HUNDRED INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED

1. Medford, Samuel Bryson .....Clyde, Haywood Co.
2. Stewart, James Jackson.....Conover, Catawba, Co.
3. Wooten, Amos Monroe.....Pinetops, Edgecombe Co.
4. Morrow, Thos. Lacy.....Swepsonville, Alamance Co.
5. Brown, Pressly Robinson, ..Swepsonville, Alamance Co.
6. Templeton, James McPherson.....Cary, Wake Co.
7. Long, Benj. Lafayette.....Hamilton, Martin Co.
8. Gold, Chas. Fortune.....Ellenboro, Rutherford Co.
9. Warren, Robt. Franklin.....Prospect Hill, Caswell Co.
10. Brantley, Cornelius Henry.....Bailey, Nash Co.
12. Burnett, Isaac Erastus.....Mars Hill, Madison Co.
13. Champion, Clifton Otis.....Mooresboro, Cleveland Co.
14. Patterson, Rezin Delmere.....Liberty, Randolph Co.
15. Wood, John W. .....Boiling Springs, Cleveland Co.
16. Floyd, Lowrenser Dowe...Cerro Gordo, Columbus Co.
17. Palmer, Horace.....Vaughan, Warren Co.
18. McDaniel, Chas. Bostic.....Spindale, Rutherford Co.
19. Russell, Lloyd Pecemas.....Arden, Buncombe Co.
20. Peele. John Henry.....Faith, Rowan Co.
21. Flynt, Solomon Spainhour.....Rural Hall, Forsyth Co.
23. Orr, William Law.....Matthews, Mecklenburg Co.
25. Shaw, Colin .....Maysville, Jones Co.
27. Teague, James Henry.....Whittier, Swain Co.
32. Sullivan, James Morgan.....Hayesville, Clay Co.
33. Weaver, Wm. Jackson.....Leicester, Buncombe Co.
36. Hauser, Emmanuel Alvin.....Fallston, Cleveland Co.
37. Lovett, William Davis.....Montezuma, Avery Co.
38. Boyce, John Mason.....Polkton, Anson Co.
39. Copening, Oscar J.....Granite Falls, Caldwell Co.
40. McDonald, Aug. Alexander..Jackson Spgs., Moore Co.
41. Watson, Leon .....Broadway, Lee Co.
42. Martin, Richard Earl.....Candor, Montgomery Co.

43. Parks, William Major.....Seven Springs, Wayne Co.
44. Hinnant, Wilford.....Micro, Johnston Co.
45. Beasley, Edward Bruce.....Fountain, Pitt Co.
46. Sessoms, Edwin Tate.....Turkey, Sampson Co.
47. Stone, Wesley Monroe.....Dobson, Surry Co.
48. Thompson, Joseph.....Creedmoor, Granville Co.
49. Ferguson, H. Beauregard.....Halifax, Halifax Co.
50. Leeper, Donald Harper.....Hiddenite, Alexander Co.
51. Crouch, Thos. Dalton.....Stony Point, Alexander Co.
53. Robertson, Wilbur Burdett.....Burnsville, Yancey Co.
54. Melvin, Wayman Chalmora....Linden, Cumberland Co.
56. Talley, John Samuel.....Troutman, Iredell Co.
58. Matthews, Martin Luther.....Cameron, Moore Co.
59. Coleman, Joseph Ira.....Hurdle Mills, Person Co.
60. Willcox, Jesse Womble.....Laurel Hill, Scotland Co.
61. Flagge, Philip Wesley....Brown Summit, Guilford Co.
62. Purdy, James Jarratt.....Oriental, Pamlico Co.
63. Whitley, Lloyd Laqueene..Lumber Bridge, Robeson Co.
64. Grady, Leland Vain .....Simms, Wilson Co.
65. Price, Herman Leonidas.....Oakboro, Stanly Co.
66. Hodges, Joseph Marion.....Newland, Avery Co.
67. Parker, Carl Putnam .....Garysburg, Northampton Co.
68. Long, Fred Yount.....Catawba, Catawba Co.
69. Lovill, Robert Jones.....Wingate, Union Co.
70. Hickman, Marcus Tobias.....Hudson, Caldwell Co.
73. Boaz, Thomas Abram.....Stoneville, Rockingham Co.
76. Hardee, Parrott Rastus.....Stem, Granville Co.
78. Young, Carlie Raswell.....Angier, Harnett Co.
79. Gibbs, Emmett Wrightman..Mooresboro, Cleveland Co.
82. Sutton, Julian Rush .....Elk Park, Avery Co.
88. Johnson, Bayard Cleveland.....Bunn, Franklin Co.
91. Moore, Tilon Vance.....Acme, Columbus Co.
95. Hester, Joseph Robert.....Knightdale, Wake Co.

NECROLOGY RECORD

From Registered List

JAMES W. LUCAS

Wilson

M. T. RHINEHART

Asheville

J. H. STEVENS

Knoxville, Tenn.

HERMAN H. BOON

Benson